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Suffolk University Magazine  
Fall 1998

Suffolk

RETIRING MINDS  
WANT TO KNOW





# Calendar 1998-1999

## University Events

Call the Office of Alumni Relations at (617) 573-8456.

NOVEMBER 17

### Sawyer School of Management Executive Speaker Series

"Financial Management in Hyper-Growth High Tech"

Dalton W. Kaye, BSBA '84, Vice President, International Finance, Dell Computer Corporation

5-7pm

Omni Parker House, Boston

RSVP (617) 573-8480

NOVEMBER 19

### Sawyer School of Management Executive Speaker Series

"The Role of Public Authorities in the Age of Public/Private Partnerships"

Peter Blute, Executive Director, Massport

5:30-7pm

Center for Interactive Distance Education (CIDE)

One Beacon Street, 25th floor

RSVP (617) 573-8480

DECEMBER 11

### Alumni Evening at the Nutcracker Ballet

Adults and children alike will be entranced by this festive holiday performance by the Boston Ballet.

7:30pm

Wang Theater, Boston

Tickets \$41.50

JANUARY 6

### Alumni Night at the Boston Celtics

Join fellow alumni for the Boston Celtics vs the Atlanta Hawks.

7pm

FleetCenter, Boston

Tickets \$27

## C. Walsh Theatre

NOVEMBER 13-15

### Chandralekha

Dance Umbrella

This Boston premiere features Raga, widely recognized as the most radical choreographer in India.

Friday & Saturday 8pm

Sunday 2pm

Call (617) 824-8000.

NOVEMBER 19-21

### Suffolk Student Theatre

This student directed and designed One-Act Play Festival features:

*Brilliant Traces* by Cindy Lou Johnson and Estorias del Barrio  
*Special People of International Character* by Frank Perez

Thursday 1:15pm

Friday & Saturday 8pm

Tickets \$2

Call (617) 573-8680.

NOVEMBER 22

### Collage New Music Concert

7pm

Call (617) 325-5200.

DECEMBER 5-6, 12-13, 19-20, 27-30

### Charlotte's Web

### Boston Children's Theatre

All performances 2pm

Call (617) 424-6634.

DECEMBER 31

### First Night

Boston's New Year's Eve celebration.

Call (617) 542-7623.

JANUARY 3

### Emmanuel Music

### The Schubert Series

4pm

Tickets \$17/\$12

Call (617) 536-3356.

JANUARY 24

### Collage New Music Concert

7pm

Call (617) 325-5200.

FEBRUARY 6-7, 13-14, 16-21

### Pinocchio

### Boston Children's Theatre

All performances 2pm

Call (617) 424-6634.

FEBRUARY 28

### Collage New Music Concert

7pm

Call (617) 325-5200.

FEBRUARY 28

### Emmanuel Music

### The Schubert Series

4pm

Tickets \$17/\$12

Call (617) 536-3356.

APRIL 7-10

### Three Sisters

Suffolk Student Theatre presents a new translation by Paul Schmidt of this classic Anton Chekhov play.

All performances 8pm

Tickets \$10

Call (617) 573-8680.

APRIL 17-18, 20-25, MAY 1-2

### The Secret Garden

### Boston Children's Theatre

All performances at 2pm

Call (617) 424-6634.

## The New England School of Art & Design at Suffolk University (NESADSU)

Gallery 28  
81 Arlington Street  
Boston

Call (617) 536-0383.

NOVEMBER

### Works by Paul Bowen

Bowen is a Provincetown-based, Welsh sculptor and printmaker.

DECEMBER

### Works on paper by Mauricio Cordero

A series of obsessive, highly complex drawings by the director of education for the Institute of Contemporary Art.

JANUARY 15-FEBRUARY 15

### Hat Dance

An exhibition devoted to works by artists who "wear other hats," as curators, critics and arts administrators. Includes work by Charles Giuliano, Mary Sherman, Daniel Rinalli, Addison Parks, Mary Behrens, Carole Anne Meehan and Mauricio Cordero.





**The Magazine of the  
Suffolk University Community**

**Fall 1998**

# Suffolk

## **Suffolk University Magazine**

David J. Sargent  
*President*

Marguerite J. Dennis  
*Vice President for Development  
and Enrollment*

**Executive Editor**  
Midge Wilcke

**Editor for Public Affairs**  
Rosemarie E. Sansone

**Managing Co-Editors**  
Tracey Palmer  
Nancy Profera

**Associate Editor**  
Dawna Gyukeri Burrus

**Copy Editor**  
Nancy Kelleher

**Contributors**  
Louis B. Connelly  
Karen M. DeCilio  
Kimberly Hall-MacMillan  
Theresa Malioneck

**Production Manager**  
Denise Willwerth

**Art Director/Design**  
Gretchen Shields McClure

**Assistant Designer**  
Susan L. Witt

**Photography**  
Kindra Clineff  
Creative Services/UMS  
John Gillooly  
Ken Martin  
Dan Nouri  
Richard Pasley

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**ATTENTION  
SSOM GRADS!**

Coming soon, the new  
Sawyer School of  
Management magazine.  
Look for it in your  
mailbox in 1999.



# President's message

**The pace of today's world** is faster than ever. It is often not until we are experiencing the rare special occasion that we take the time to reflect on our lives. At such events as births, graduations, weddings, anniversaries and retirements, we often step back and marvel at the paths our lives have followed. It is only at these times that we seem to pause long enough to take stock of how far we've come and where we are going in the future.

Those of us who work in university settings are prone to reflect on these life cycles. Perhaps it is because we are fortunate to be reminded of important, life-changing events every year. In the spring we always celebrate commencement and in the fall we now gather for new student convocation. Commencement and convocation are formal recognitions of a new phase of life for our students.



In the same way, for many, retirement marks a new phase of life. It is the end of one period, but it can also be the beginning of a time filled with new opportunities. But just as students plan ahead for what they will pursue after they graduate, so too should we plan ahead for our retirements.

In this issue, in our feature article, we are fortunate to have the CEO of State Street Corporation, Marshall N. Carter, address the important and timely issue of Social Security and retirement savings reform. If you are like many Americans, you have put off thinking about this important phase of your life. We hope this feature will help you to look at your retirement years in a new light.

A handwritten signature in dark ink that reads "David J. Sargent". The signature is written in a cursive, flowing style.

David J. Sargent  
President





## Letter to the Editor

Thanks very much for sending me the Spring 1998 issue of the Suffolk University magazine. I truly appreciate having a copy of the memorial tribute to my late husband, Richard J. Conway, BSJ '50.

Words cannot express the surprise and thrill that we experienced when we saw the picture of him taken with Ted Williams when we visited the Ted Williams Museum and Hitters Hall of Fame in Hernando, Florida. At that point in life, Richard was in a wheelchair and very frail. However, seeing that picture brought back many memories of his happy days at Suffolk. Again, sincere thanks.

Jean Conway  
Rocky Hill, Connecticut

## CLAS Now CAS

Dean Michael R. Ronayne announced in June 1998 that the College of Liberal Arts and Sciences (CLAS) was renamed the College of Arts and Sciences (CAS). The name change was inspired by a desire to better describe the expanded programs and mission of the College.

"Since 1934, we have been known as the College of Liberal Arts and Sciences, so we did not make the change with indifference. What did prevail was that our curriculum has gone through natural adaptations and growth during the nearly 60 years we've been in existence, and these changes needed to be reflected in our title," said Ronayne.

Most arts and sciences units housed in universities in the United States are called "College of Arts and Sciences." The term "Liberal Arts College" is usually used to refer to free-standing colleges dedicated primarily to a study of the arts and sciences.

Ronayne added, "the term 'liberal' in our former title was actually limiting, suggesting an absence of fine arts, performing arts, etc. Since in recent years, we have introduced many new programs in the arts through the addition of the New England School of Art & Design and through the development of performing arts in our theatre department, we felt it appropriate to use the more common terminology." ♦

## Admissions Agreement with Bunker Hill Community College

Suffolk University and Bunker Hill Community College have entered into a joint admissions agreement, which guarantees that students from the community college who meet certain requirements will be accepted into bachelor's programs at Suffolk.

This is the first time Bunker Hill Community College, a two-year institution in Boston's Charlestown neighborhood, has entered into a joint degree program with a private university.

"We are delighted to provide this opportunity for students who have proven themselves at Bunker Hill Community College to continue their education toward a four-year

academic degree at Suffolk University," said President David J. Sargent.

To be eligible for the Joint Admissions Program, Bunker Hill Community College students must complete specified associate degree programs with a grade point average of 2.5 or better.

In recent years, Suffolk University has signed similar agreements with several area community colleges. ♦

**We know you're out there. And we want to hear from you. Let us know what you think of Suffolk Magazine. Compliments, concerns, questions and comments are welcome!**

**Please send letters to the editor to:**

Editor  
Suffolk Magazine  
8 Ashburton Place  
Boston, MA 02108

**tel.** (617) 573-8098  
**fax** (617) 723-1632  
**email** suffolkmag@  
acad.suffolk.edu



## Suffolk Cited by National Association of Black Accountants

The National Association of Black Accountants (NABA), Boston chapter, has given Suffolk University a special recognition award for its continuous support of the organization's Boston metropolitan student chapter.

In making the award, NABA cited the University's commitment to the development of the student chapter and future leaders through its NABA Student Scholarship Program. In addition, the University was recognized for sponsoring its student members' attendance at a NABA Eastern Region Student Conference and

hosting and underwriting the NABA student chapter's membership drive and reception.

Suffolk University students hold five of the eight positions on the 1998-99 NABA Boston Metropolitan Student Chapter Executive Board. The students are President Lisa Nzama, Vice President for Membership Tatiana Vales, Vice President for Programs Rahsaan Williams, Treasurer Damien Vasall and Assistant Secretary Suzanne Rochelin. ♦

## New Majors and Concentrations

Beginning in fall 1998, Suffolk began offering new majors and concentrations for both undergraduate and graduate students.

Environmental engineering and environmental science are new majors headed up by Professor Walter Johnson. Performing and visual arts, with tracks in visual arts, theater arts and music arts, is now a major directed by Professor Marilyn Plotkins.

Graduate students may choose from new concentrations designed to fulfill a growing need for professionals in particular fields. These include domestic violence and substance abuse concentrations in the Master of Science in Criminal Justice. Also, the Master of Arts in Communication program is now offering an integrated marketing communication concentration. For more information on the new programs, contact the undergraduate admissions office at (617) 573-8460 or the graduate admissions office at (617) 573-8302. ♦

## Five Fulbrights Choose Suffolk

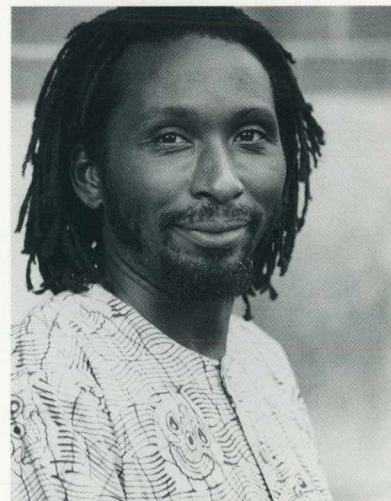
Lars Ebert, Eva Kindel, Martin Marenke, Matthias Premke and Magdalena Tatarska have several things in common—they're international students, they're Fulbright Scholars and they've all chosen to study at the Sawyer School of Management this fall.

Ebert, Marenke and Premke, natives of Germany; and Tatarska, from Bulgaria; are studying in the MBA program. Kindel, from Austria, is studying in the MSF program. As full-time students in the United States, they all hope to learn more about American culture, language and business practices. ♦

## Sawyer Library Holds Treasure Trove of African-American Literature

When Edward Clark began teaching courses in African-American literature in the late 1960s, he had to rely on mimeographed handouts because of the limited choice of writings in print.

He knew there had to be a treasure trove of literature from more than three centuries of African-American life in this country, so he forged a union between Suffolk University and the Museum of Afro American History nearby on Beacon Hill to begin collecting the works of African-American writers from the eighteenth century to the present.



Professor Robert A. Bellinger

That collection, which is housed in the Mildred F. Sawyer Library at Suffolk, now includes more than 4,500 titles, representing 12,000 African-American writers. The holdings range from oral histories and personal essays to poetry, musical lyrics, drama and fiction. The National Park Service joined the collaborative effort in 1980.

"I think the collection is a treasure," said history Professor Robert A. Bellinger, the current director of the Collection of African American Literature. He has a keen interest in texts from African-American and African culture that are not necessarily in book form. Therefore he has added media such as music, movement and quilts to the collection.

Clark, the first director, had concentrated on black writers associated with New England, who are featured prominently in the collection. Robert Elliot Fox, who succeeded him, expanded the collection to include African and Caribbean literature.

An important feature of the collection has been bringing the literature alive through a writers forum, which has featured African-American authors reading and discussing their work at the University and the museum.

Bellinger said the collection is not well-known or widely used outside the circle of Suffolk University and the Museum of Afro American History, although researchers are welcome to use materials within the Sawyer Library.

The books and other materials are interspersed with the rest of the Sawyer Library's collection at this time, but this is being reassessed, said Bellinger, who pointed out that there are many rare books and first edition copies from the Harlem Renaissance.

It is hoped that scholars, students and faculty in the Boston area will use the collection to further their study of African-American history, literature and culture. ♦



### Oprah Scholarship Winner Enrolls at Suffolk

Thanks to the Oprah Winfrey Angel Network, Carla Beaudoin won a \$25,000 scholarship for the college of her choice. She chose to attend Suffolk University.

Beaudoin, a graduate of Woburn High School in Massachusetts, is an active member of the Boys and Girls Club of Woburn. It was her years of dedication and service to that organization that won her the state Youth of the Year award and the attention of Winfrey's organization. Beaudoin was one of 50 Boys and Girls Club winners across the country who flew to Chicago, all expenses paid, to appear on the *Oprah* television show and receive scholarships. She says it was one of the most exciting moments of her life.

"I was so excited because now I was able to go to the college of my choice and had the chance to meet such an important celebrity," said Beaudoin.

A freshman, Beaudoin is majoring in political science and government. She says she chose Suffolk because of the friendly faculty and staff and the great campus location. ♦

### Suffolk Offers MBA Program on Merrimack College Campus

Suffolk University and Merrimack College have teamed up to allow Merrimack Valley residents easy access to the Sawyer School of Management's nationally accredited MBA program.

Students along the Route 495/93 belt began MBA course work on Merrimack College's North Andover campus this fall. The degree program allows them to meet all SSOM MBA course requirements and access a full range of services, resources and tools for academic success from a convenient location.

The Suffolk MBA program at Merrimack College is geared to part-time students, with evening and Saturday classes taught by Sawyer School of Management faculty. ♦

### SSOM Students Selected for Elite Program

Congratulations to Sawyer School of Management students Ernest DiGiambattista, Yun Mei Li, Errol Lloyd, Nuria Martinez, Albert Quartararo and Naadia Quader who were selected to participate in the highly competitive Systems Company Associates Program at Fidelity Investments in Boston.

The program offers participants an opportunity to rotate through a series of technical and business assignments over a two-year period. Upon successful completion, associates are assigned to regular full-time positions with Fidelity. The company receives applications from all over the country, from students representing some of the best colleges and universities.

The six Suffolk students join graduates Sean Hackett and Matthew Borsari, both BSBA '96, who completed the program last year and are now working for Fidelity. Kristine (Abruzzese) Mello, BSBA '95, was the first Suffolk student selected to complete the Fidelity program.

DiGiambattista, Mei Li, Lloyd, Martinez, and Quartararo are undergraduate seniors majoring in computer information systems. Quader received her MBA in May 1998. ♦

### Highlights of the Class of 2002

The class of 2002 is the largest at Suffolk since the 1980s. Freshman applications increased by 18 percent over last year, and more than 650 new students enrolled at the University this fall. Total undergraduate enrollment is up more than 8 percent over 1997-1998.

The new class is 57 percent female and 43 percent male. About 25 percent plan to study in the Sawyer School of Management, and 75 percent in the College of Arts and Sciences. The top choices for declared majors, in order of preference, are management,

communication, criminology and law, psychology, accounting and biology.

Although the majority of Suffolk's students still come from Massachusetts and the other New England states, the freshman class is more geographically diverse than ever. Twenty different states are represented and 24 foreign countries. Students are coming from as far away as Bahrain, Bolivia, China, Indonesia, Kuwait, Malaysia and Singapore. ♦



New Student Orientation 1998 for the class of 2002



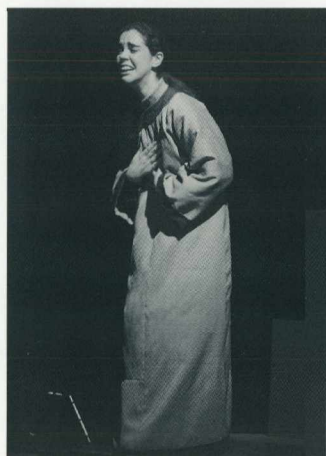
## Hunting for Goodwill

"The play combined excellent theater with a basic lesson on entrepreneurship, with some philanthropy and philosophy thrown in," said SSOM Dean John F. Brennan regarding the spring presentation of *The Good Person of Szechuan*. Performed at the C. Walsh Theatre on April 3, the play was one of the many events held as part of the year-long celebration of the Sawyer School of Management's 60th anniversary.

This Suffolk Student Theatre production was written by Bertolt Brecht and directed by Professor Marilyn Plotkins, artistic director for the C. Walsh Theatre. It was the premiere of Brecht's classic in a new adaptation by Pulitzer Prize winner Tony Kushner—called one of the most compelling and celebrated playwrights of our time.

In keeping with the spirit of the play, the Suffolk community went on its own journey, in search of the Good Person of Suffolk. In the end, one was found—student Jasmine Tullier. An active member of the Suffolk community serving on several student organizations such as the Council of Presidents and the Suffolk University Hispanic Association, Tullier is also very active in community service, particularly battered women's issues. In recognition of her dedication to community and student service, she was selected the "Good Person of Suffolk" and received her award on stage at the play's opening night.

To encourage and support goodwill, the University plans to continue the tradition of presenting the award in future years. ♦



Suffolk students in *The Good Person of Szechuan*



## On-Campus Housing in Great Demand

The number of students living in University-affiliated housing this year is up about 20 percent over last year. Roughly 600 students are housed in University-affiliated residences. The two-year-old Residence Hall at 150 Tremont Street has been a tremendous success. In fact, living on campus has become so popular that increasing University housing has become a top priority at Suffolk.

To accommodate the demand this year, the University is leasing additional housing space at several locations near campus.

Suffolk is leasing the four upper floors of 131 Tremont Street, which is home to retail businesses on the

first floor and other business offices on the second through fourth floors. Students are occupying 28 furnished studio, one-bedroom and two-bedroom apartments.

At 425 Boylston Street, Suffolk is leasing five apartment suites; and at 119 Berkeley Street, students are housed in 24 units consisting of doubles and singles.

The University is exploring additional residence facilities, as the demand for on-campus housing is expected to continue to grow. ♦

## NESADSU Receives National Recognition

The New England School of Art & Design at Suffolk University received rave reviews from the National Association of Schools of Art and Design (NASAD), the accrediting organization for such schools as Rhode Island School of Design, Mass College of Art and the Art Institute of Boston.

"This puts us in the same category with nationally recognized art schools," said NESADSU Chairman Bill Davis. Davis and his team worked on the accreditation application report for more than a year.

This marks the first time in the School's 75-year history that it has been accredited by the organization, which praised NESADSU for its extensive art library, programmatic offerings, impressive retention rates and outstanding computer facilities. ♦



## SSOM Provides Missing Link to Cape Cod MBA Candidates

Suffolk University Professor Michael Lavin was lecturing in Boston when one of his students on Cape Cod sneezed.

"Gesundheit," he said immediately and automatically, to the laughter of students at both locations, linked by a videoconferencing system so refined that classmates separated by more than 50 miles truly function as if they are in the same room.

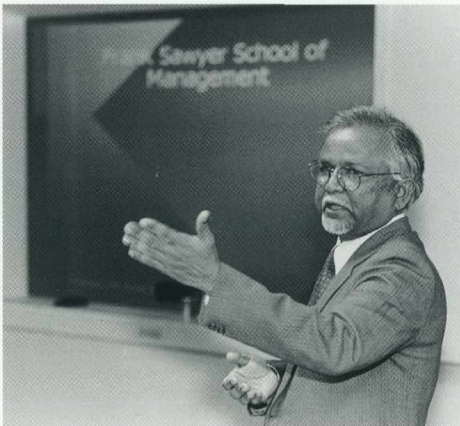
Distance learning through videoconferencing and the World Wide Web utilizes technology to make higher education more accessible to students. Professors Lavin and Les Cavicchi are enjoying the advantages of reaching Cape Cod and Boston students simultaneously using the ImageTel "Vision Wall" equipment installed at One Beacon Street, Boston, which has the capability of full-room reception with exceptional clarity.

Suffolk faculty also go on site at the Barnstable campus of Cape Cod Community College. The University's Sawyer School of Management made a major commitment to the Cape and Islands region when it began offering its nationally accredited MBA program at Cape Cod Community College in Barnstable in September.

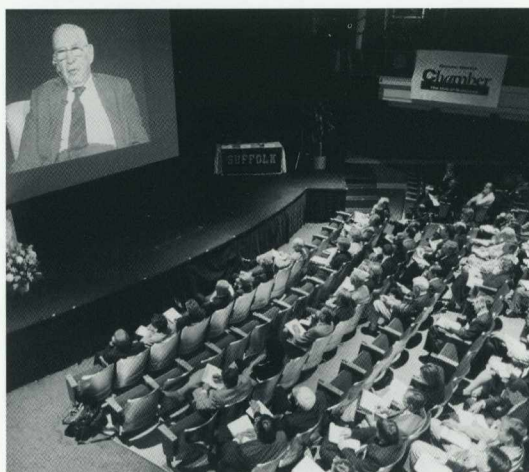
Suffolk University faculty teach the evening and Saturday classes, and students may take on a full- or part-time course load.

The MBA program is the only one available in the region and rounds out SSOM's bachelor's and MPA offerings at Cape Cod Community College, where nearly 70 students are enrolled in Suffolk programs.

The Cape Cod facility allows students who live or spend weekends on Cape Cod and in southeastern Massachusetts to earn their MBAs in a convenient location. And Suffolk's videoconferencing technology allows them to feel like part of the larger University community. ♦



Professor Mawdudur Rahman



Peter Drucker addresses audience at the C. Walsh Theatre



(L-R) Director of Corporate Education Chris Robbins, President and CEO of the Greater Boston Chamber of Commerce Paul Guzzi, SSOM Dean John F. Brennan

### Peter Drucker Via Satellite

Suffolk University, the Greater Boston Chamber of Commerce and Linkage, Inc., presented an interactive forum with management guru Peter F. Drucker on September 8, 1998. Dubbed the father of modern management, Drucker spoke via satellite to a group of more than 170 business leaders and Suffolk faculty members at the University's C. Walsh Theatre about "Developing the Future Organization."

Following the lecture, attendees participated in a facilitated panel discussion with corporate executives Ellen Zane, network president for Partners HealthCare System; Ron Ledgett, executive vice presi-

dent of Boston Edison; and Jack Shearman, chairman and CEO of the UMS Group. The panel sessions were moderated by Suffolk professors Joshua Guilar, communication, and Suzyn Ornstein, management.

According to Director of Corporate Education Chris Robbins, the forum was a success. "The feedback from our customers is that it was exceptional," said Robbins. Participants represented such organizations as Anheuser-Busch, Boston Edison, Boston Police, Fidelity Investments, Hewlett Packard, and State Street Bank and Trust, among others.

"Our primary vision and goal is to serve as an intellectual capital resource center for the greater Boston area," said Robbins. "But it is our hope that Suffolk alumni will use our faculty and the resources we have here to train and develop their executives," he added.

Using its technological capabilities, Suffolk has been able to bring some of the leading experts in the world to campus via satellite. In June 1998, a similar forum was presented featuring international leadership expert Warren Bennis. Please call Corporate Education at (617) 573-8784 for information on upcoming events. ♦



## Law School Building Named for Sargent

Suffolk's Board of Trustees has honored President David J. Sargent by naming the new Law School building in his honor.

"To recognize a sitting president in this fashion is extremely rare within the academic community in the United States," said Board Chairman William J. O'Neill. "However, David J. Sargent is an extremely rare individual. Over the past five decades—as student, teacher, dean and president—he has come to embody the very essence of Suffolk University Law School and Suffolk University. This is a wonderful and fitting tribute to a man who has given so much to Suffolk through the years and who has been the driving force behind the effort that will culminate with the opening of this majestic temple of learning."

Sargent was deeply honored by the naming: "Almost beyond words, I am gratified and humbled by this honor. To have my name be associated with the new Suffolk University Law School, which will be a model for law schools around the world, is a wonderful gesture by an institution that can look forward to a great future. I owe Suffolk University a debt of gratitude that I can never repay."

The new building is scheduled to open officially in September 1999. ♦

## Library Director Retires

Ted Hamann is at home in the library; he spent 23 years there. Director of the Sawyer Library since 1975, Hamann retired at the end of April.

At a celebration in Hamann's honor, Dean John F. Brennan said he carried with him "the gratitude of 65 faculty members [many of whom attended] and the 2,500 students of SSOM." He also commended Hamann's efforts outside Suffolk, especially his devotion to Oxfam.

Associate Dean Susan Thayer, speaking on behalf of CAS Dean Michael R. Ronayne, said that Hamann "put together a library exactly the way it should be."

Several familiar faces dropped by for the party, including Christine Weisiger, Hamann's wife and former director of corporations and foundations; Ruth Winn, former Sawyer librarian; and Jim Coleman, former associate director of the library, who worked with Hamann for 22 years. Coleman said, "Ted's priority has always been the students."

In retirement, Hamann is already very busy. He is a board member of the Massachusetts Bicycle Coalition, a member of the Cambridge Bicycle Committee, and a volunteer with the Cambridge Community Development Department. Hamann, who rode a bicycle to work for many years, is dedicated to reducing traffic congestion and improving the environment by promoting the bicycle as a mode of transportation. ♦

President Sargent and Victoria Reggie Kennedy



Convocation ceremony at Converse Hall

## Second Annual New Student Convocation

More than 700 members of the Suffolk community assembled for the second annual New Student Convocation on September 8, 1998, at Converse Hall on Tremont Street, Boston. The event marked the official welcome to Suffolk University for the nearly 350 students and their families in attendance.

The keynote address was given by Victoria Reggie Kennedy, a recent Suffolk University honorary degree recipient. Kennedy, who divides her time among the worlds of law, activism and philanthropy, is a legal consultant in Washington, DC, and the wife of Massachusetts Senator Edward M. Kennedy. As an advocate of education and mother of two, Kennedy spoke to new Suffolk students and their families about the challenges and opportunities ahead as they make the transition to college.

"I remember so clearly my own freshman orientation a few years ago. As I look around this room, I see written on many of your faces the same emotions I felt that day: excitement, wonder, and yes, a bit

of trepidation. But I have every confidence that in the years to come, you will look back on this day and say that your education and experience at Suffolk University positively changed your life forever," said Kennedy.

Other speakers included: President David Sargent; Dean of Students Nancy Stoll; General Alumni Association President Karen Mancini, BSBA '89; Student Government Association President Matt Hourin; Sawyer School of Management Dean John Brennan; College of Arts and Sciences Dean Michael Ronayne; and Professors Frances Burke and Kenneth Greenberg.

Families and students were joined by faculty members and administrators of the University at a reception following the formal ceremony. ♦





## Madrid Library Benefits from Book Collectors' Gift

Federico and Marianne Brid of Brookline, Massachusetts, thought they would be teachers one day, and they began collecting books to support that dream. But fate had other careers in mind for them.

Federico Brid heads the Boston office of the Massachusetts Department of Social Services, and Marianne Brid is a vice president at BankBoston, but they still wanted the books to benefit students.

So Federico Brid contacted his old friend Sandy Matava, coordinator of the Department of Public Management at SSOM, whom he has known since her days as Department of Social Services (DSS) commissioner. He asked whether Suffolk would have a use for the more than 800 books in the collection, which is focused on Spanish literature, history and criticism.

The timing could not have been more fortunate, given that Suffolk's Madrid campus library, still in its infancy, had a meager collection, and administrators were considering making some sort of liaison with another higher education institution so that students in Madrid would have access to more books.

"In one stroke we're getting a fairly comprehensive Spanish literature collection, from Cervantes on," said then-Sawyer Library Director Ted Hamann.

Hamann took the comprehensive list of titles from the Brides and showed it to Associate Professor Celeste Kostopulos-Cooperman in the Department of Humanities and Modern Languages, who chose fewer than 100 books to fill out Suffolk's Spanish literature collection here, then the other books were sent to Madrid.

Because the couple began their collection as students on fellowship in Spain many years ago, the books are, in a sense, returning home. ♦



(L-R) Sawyer Library Director Ted Hamann, Marianne and Federico Brid and Professor Sandy Matava

## Endowed Scholarship Established

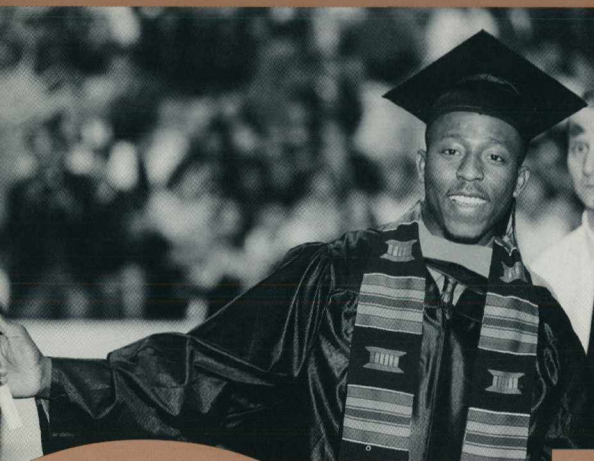
The University received an \$11,000 gift to establish the New England Women In Real Estate (NEWIRE) Scholarship Fund, initiated by its namesake organization to benefit students at the Sawyer School of Management.

At a presentation to the NEWIRE membership during its annual meeting, Treasurer Jane A. Williams said, "The fund is something our organization is very proud of and we look forward to helping a Suffolk University student attain her goals."

The need-based scholarship will be distributed annually, with preference given to women enrolled part time who are trying to substantively improve their lives through the attainment of an undergraduate degree from the Sawyer School of Management. The first scholarship was awarded this fall.

"Suffolk University applauds the members of NEWIRE for establishing this endowed scholarship fund, which demonstrates their long-term commitment to assisting the students of Suffolk University with their educational endeavors," said Marguerite J. Dennis, vice president for development and enrollment. ♦

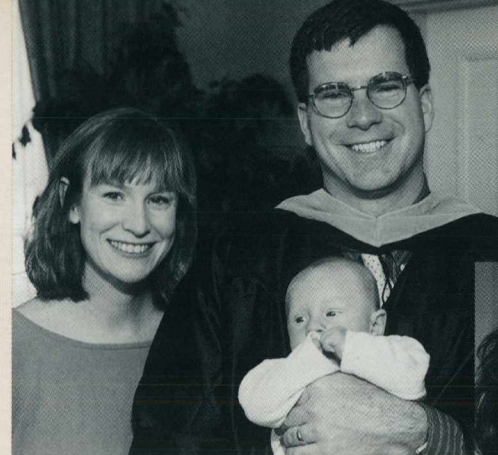
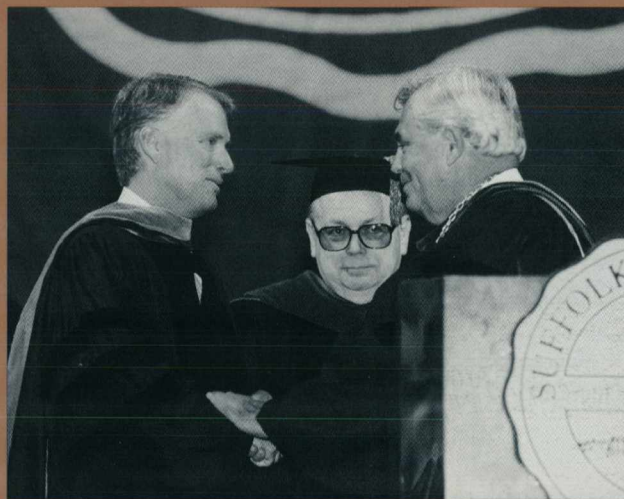




"Make the decision that your family should be not just a priority, but your top priority... faith, family, friends, responsibility, duty—those are the values you must adhere to."

—Former Vice President

Dan Quayle



## COMMENCEMENT 1998: OVERCOMING OBSTACLES

On May 24, 1998, the College of Liberal Arts and Sciences and Frank Sawyer School of Management graduated 641 students at the Fleet Center, Boston. More than half of the graduates were women. The average age of the group was 28; the youngest graduate being 20, the oldest, 68. The graduates represented 12 states and 45 foreign countries.

The statistics are interesting, but the most compelling stories are found in the individual triumphs of the graduates. Commencement speaker Dan Quayle, the former vice president, told the class of 1998 that it couldn't expect to achieve anything without setting goals. Setting goals is something with which many Suffolk students are already quite familiar. Some overcome great obstacles in the pursuit of their education. Their experiences change their lives and serve as inspiration to us all. Here are just two of their stories.

Five years ago **Leann Baldwin** was waiting on tables at Pizza Hut, pregnant and facing a frightening future raising a child by herself on minimum wage. In May, as student speaker, Baldwin shared the podium with Quayle at Suffolk's commencement, where she received a BS in journalism (summa cum laude) from CLAS.

A resident of Peabody, Massachusetts, Baldwin was a 27-year-old single mother on welfare. She dropped out of high school at 17 and later earned her GED. Her son Joel is now 4.

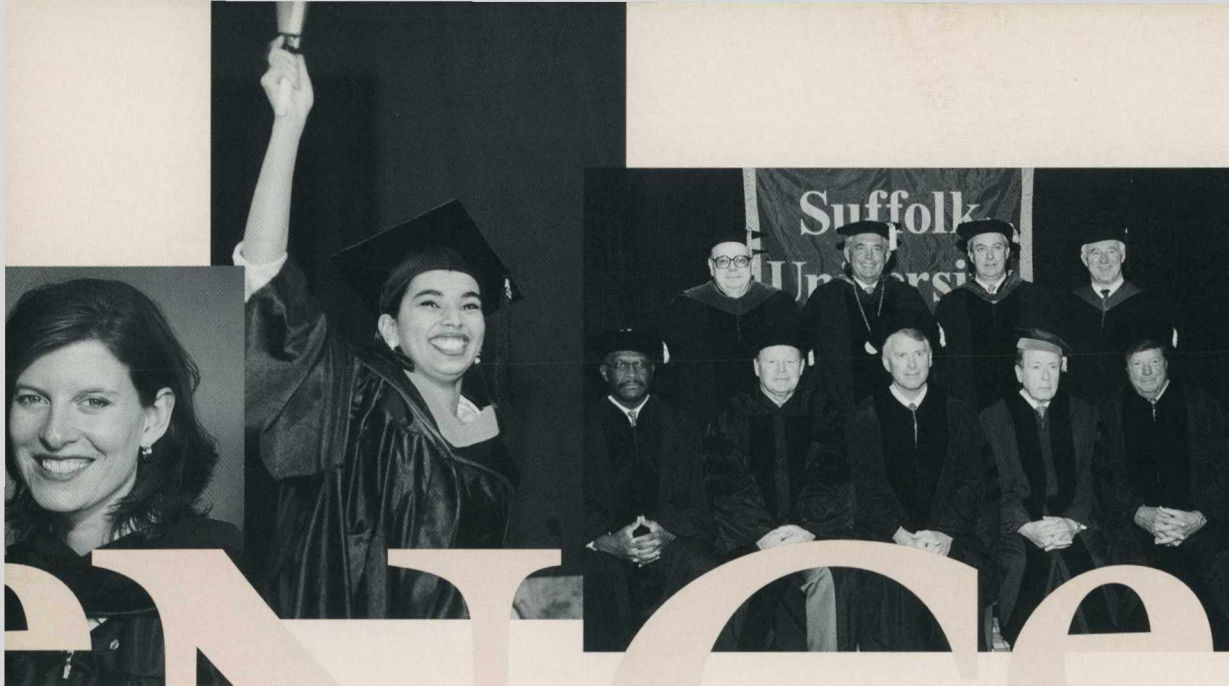
"I decided that in order to give my child a life of opportunity, I needed to do something more with my own life," she said at commencement. "Suffolk saw something in me that perhaps I did not even see myself....Today I stand before you an honor student on the threshold of opportunities that five years ago I never would have thought possible."

As a student, Baldwin was a member of the Walter M. Burse Forensic Society, winning the International Forensic Association Tournament, which was held in Lisbon, Portugal, in March 1998. She also was the New England region Lincoln/Douglas debate champion.

Baldwin is a second-generation Suffolk graduate; her father, Robert Baldwin, a teacher, earned an MEd from the University in 1973.

The summer following her graduation, Baldwin landed a job as staff reporter for the *Lynn Sunday Post* in Danvers, Massachusetts. The paper liked her work so much, it offered her a full-time position. But Baldwin has more ambitious plans. Her goal is to pursue a graduate degree in criminal justice and a law degree. She's applying for a full-time position at Suffolk, where she hopes to continue her education. Someday, she says, she'd like to be a lawyer.





(back row, L-R)  
CAS Dean Michael R. Ronayne, President David J. Sargent, Chairman William J. O'Neil, Jr., SSOM Dean John F. Brennan.  
(front row, L-R)  
Honorary degree recipients: Herman Cain, chairman and CEO of Godfather's Pizza; Terrence J. Murray, chairman and CFO of Fleet Financial Group; former Vice President Dan Quayle; Leonard Florence of Wallace Silversmith International Silver; and Jerome Lyle Rappaport, chairman of New Boston Fund

When Baldwin received the letter taking her off welfare, she almost didn't believe it herself. She said she's thinking of framing it, as a reminder of how far she's come.

**Marek Herschel**, from Slovakia, performed at the highest levels throughout his academic career. But it was coincidence and the generosity of many friends that brought him to Suffolk University four years ago.

As a senior exchange student graduating from St. John's Preparatory School in Danvers, Massachusetts, Herschel was featured in an article in the *Boston Globe, North Weekly*. It seems he faced mandatory military service in his politically unstable homeland unless he immediately enrolled in college. But Herschel's chances of attending college were slim. His high school diploma was not recognized in Slovakia and he wasn't eligible for financial aid in the United States.

Fortunately for Herschel, the Salem Five Cents Savings Bank in Salem, Massachusetts, came to the rescue by establishing a scholarship fund for him, and more than \$4,000 was contributed by area residents. Herschel's biggest break came when Suffolk Dean of Enrollment and Retention Management Barbara Ericson read the *Globe* article and offered him a scholarship.

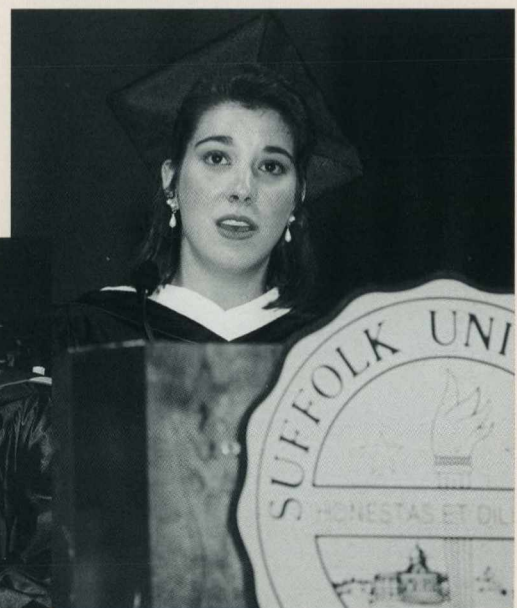
"We felt then that he was an accomplished and deserving student," said Ericson. "He always had the drive not just to do well, but to really be the best."

While attending Suffolk, Herschel worked two or three jobs on and off campus to help pay his expenses. He studied mostly in honors-level courses and earned high grades. He also completed internships, studied abroad in Amsterdam and earned stock brokerage licenses. Herschel graduated this spring from SSOM with a major in finance at the top of his class. His mother and sister from Slovakia were able to be here to share his achievement.

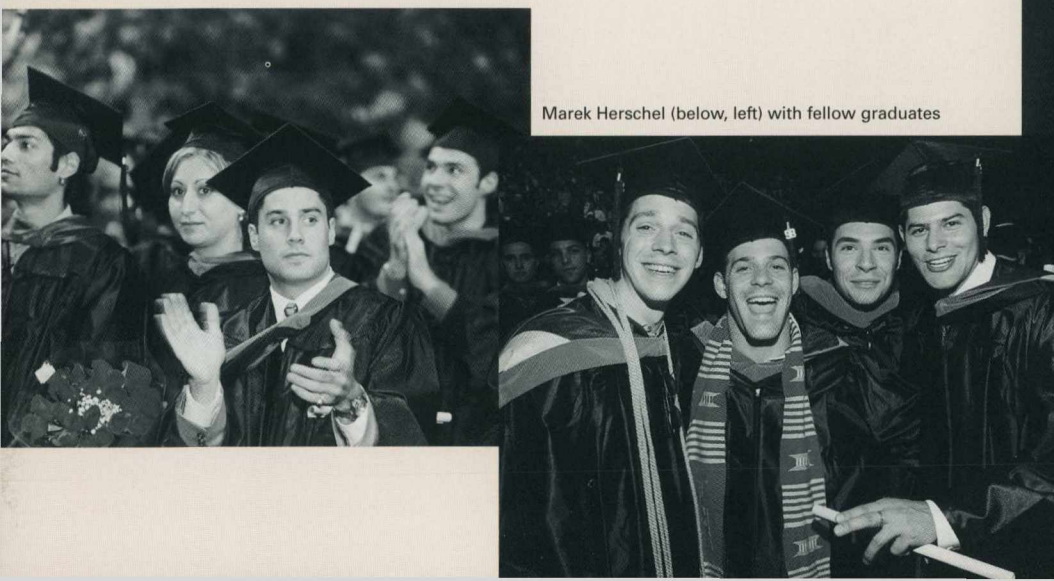
This fall Herschel continues his studies in international finance at Suffolk as a graduate fellowship student in the MSF program.

Quayle said in his commencement address; "faith, family, friends, responsibility, duty—those are the values you must adhere to." Leann Baldwin and Marek Herschel are proof that holding tight to these values can make dreams come true. 🍷

Student speaker Leann Baldwin



Marek Herschel (below, left) with fellow graduates





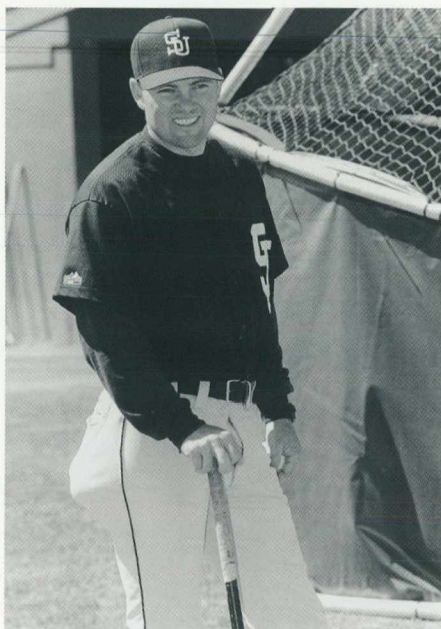
## Suffolk Nine Complete Excellent Season

Suffolk University's 1998 baseball team has completed one of the most successful seasons in the school's history. The Rams, under third-year coach Cary McConnell, finished with a record of 25-11.

Heavy hitting and effective pitching combined to make the Rams the top-seeded team in the Eastern College Athletic Conference's (ECAC) post-season tournament. Suffolk boasted a team batting average of .352 and got consistent hurling from its pitching staff.

Suffolk finished its regular season with a 25-10 record, the best ever in a regular season, but was shocked by eighth-seed Salem State in the opening game of the tournament 4-1, to make it 25-11.

"The loss to Salem State was a sad ending to an outstanding season and shouldn't negate what the team accomplished," said McConnell. "We got good clutch pitching and solid hitting that combined to produce a very successful season." McConnell, a former head baseball coach at the University of Rochester for three seasons, has a record of 56-39 in his three Suffolk seasons.



Cary McConnell, baseball coach

The Rams were led by freshman outfielder Jared Leach of North Kingston, Rhode Island, who batted .429; followed closely by outfielder/pitcher Joe Robillard of Arlington, Massachusetts, with a .421 mark. Leach led the team with 63 hits and 12 doubles. Robillard topped the team in runs batted in (47) and homers (5).

Other heavy hitters were short-stop Nick Melchionna of Revere, Massachusetts, (.386) with a team-leading 47 runs scored; freshman Kurt Gaudet of Malden, Massachusetts, (.377); second baseman Gabe Soto of Charlestown, Massachusetts, (.350); Dave Reinhart of North Quincy, Massachusetts, (.345); and Mike Butts of Plymouth, Massachusetts, (.320).

Reinhart, a left fielder, also emerged as the top pitcher with a 6-1 record and two saves. Other winning hurlers were co-captain Sean Faherty of Brockton, Massachusetts, (5-4); Robillard (4-2) with five saves; and Craig Pinkham of Pembroke, Massachusetts, (4-1).

Suffolk's 25 wins included triumphs over Division II Stonehill, Amherst, Bridgewater State, Babson and Salem State. The Rams lose such standouts as Faherty and Reinhart next season, but most of the 1998 regulars will be back, and McConnell expects the team to be winning regularly again in 1999. ♦



Dave Reinhart, Sean Faherty



### Norton an All-Star in Two Sports

Katie Norton of Randolph, Massachusetts, had another outstanding year in athletics at Suffolk University. The talented sophomore was selected to the Great Northeast Athletic Conference (GNAC) all-star softball team for the second year in a row, batting .409 and playing a fine centerfield. A year ago she batted .449 and threw a no-hitter as a pitcher.

Norton sparked the 1997-98 Suffolk women's basketball team to a 13-13 record as a guard, topping the team in scoring with a 20-point-per-game average. For her efforts, she was chosen a first team GNAC all-star and also was named to the conference's all-tournament team. Suffolk advanced to the semi-finals of the post-season tournament.

"Katie Norton is a great asset to our athletic program," assessed her softball coach Christine Carr. "She adds another dimension to a team. She can do everything on a softball field; hits for power, plays a solid centerfield and stole 25 bases in 30 attempts—a terrific athlete."

Norton finished 18th in scoring in Division III NCAA final statistics and fourth in three-point field goals with 83, an average of 3.3 per game. ♦



Katie Norton

### Shona Shone for Suffolk

Suffolk University's 1997-98 men's basketball season was a disappointing one in terms of wins and losses, but it was highlighted by the superlative play of its co-captain Shona Mutambirwa. The 6-foot 5-inch, 200-pound player came to Suffolk from his home in Peterhouse, Zimbabwe, Africa.

Mutambirwa became Suffolk's 18th player to score 1,000 points with a 33-point performance in a 100-83 loss to Wheaton College. He concluded his two-and-a-half-year Suffolk career with a total of 1,009 points; leading the 1997-98 Rams in scoring with 574 points, a per game mark of 9.08, blocked shots with 62 and field goal percentage, 0.563.

"He is the perfect role model, does everything you want and is the best all-around player I've seen at Suffolk in my eight years at the

school," said his coach, Dennis McHugh. Suffolk finished its season with a 6-19 record.

Mutambirwa's contributions to Suffolk didn't end on the basketball court. During the school year, he was a resident assistant in the Residence Hall and an ambassador for the athletics program.

A native of Elizabeth, New Jersey, Mutambirwa speaks three languages. He has lived in Switzerland and Zimbabwe, and studied at North Carolina State University before coming to Suffolk.

Mutambirwa is the 1998 recipient of the Charles Law Student Athlete Award. He expects to graduate from the Sawyer School of Management in September with a BS in international business. ♦



Shona Mutambirwa





# AMERICA'S RETIREMENT FINANCE CRISIS

**IT IS ONE OF THE DEFINING ISSUES OF OUR DAY.**

IT IS AN ISSUE THAT DRAMATICALLY IMPACTS ALL OF US, OUR CHILDREN AND OUR GRANDCHILDREN. IT IS THE WORLDWIDE CHALLENGE OF RETIREMENT FINANCE AND PENSION REFORM. THIS ISSUE HAS BEEN POSTPONED, AVOIDED AND DENIED FOR TOO LONG. IT IS GENUINELY A GLOBAL CHALLENGE THAT CAN NO LONGER BE PUT OFF. FORTUNATELY, THERE ARE MANY SIGNS THAT THE DEBATE HAS BEEN JOINED AND IS GATHERING STEAM—HERE IN THE UNITED STATES AND AROUND THE WORLD.

**by Marshall N. Carter, Chairman and CEO, State Street Corporation**



## The Crisis

As you might recall, the 1997 budget accords, by which the administration and Congress agreed to place our national books in balance, however briefly, early in the next century, put to rest for the moment a political debate that occupied center stage in Washington. The closure of that debate cleared the way for discussion of what I believe will be our next great national challenge: facing up to the demographic and fiscal threats that entitlement spending poses to future federal budgets.

The budget accord provided for substantial reduction in the rate of growth in Medicare spending. It also called upon the president to appoint a bipartisan commission to address the long-term fiscal situation of Medicare—which may be an even greater financial challenge than Social Security, with a closer time-horizon.

By cutting the rate of Medicare growth we buy time to allow the private sector to continue the revolution in technology, management and services that are transforming the medical care industry in America. And there are reasons for optimism; health care costs over the past three years have risen at lower than the inflation rate, and in some situations have even dropped.

So with the budget in “balance” and medical entitlements subject to a new commission, the next major issue before us clearly becomes that of retirement finance for the Baby Boom generation—the 76 million-strong cohort of “formerly young” people—who will begin leaving the work force only 15 years from now.

This of course means strengthening the fiscal future of Social Security. But it also means expanding private pensions and creating real incentives to encourage individual savings—in short, to strengthen all three “legs” of the retirement finance stool—Social Security, personal savings and pensions/401(k) plans.

While the restructuring of health care coverage in America has spurred a vastly complex debate, affected by rapidly changing technologies and a huge national industry in transformation, retirement finance is a comparatively straightforward proposal. It's an actuarial numbers game: either we have enough saved to provide a dignified

## RETIRING MINDS WANT TO KNOW: THE FUTURE OF RETIREMENT AND SOCIAL SECURITY IN AMERICA

by Tracey Palmer, Suffolk University

Whether you're 25 or 55, there's one thing we all have in common—we're getting closer to age 65 every day. No matter what your age, thinking about retirement is probably the last thing on your list. It's something most people just don't want to deal with. And if you're already retired, you know all too well how much planning and foresight it requires.

Will you have saved enough to quit working and move to Florida? Will you launch that new career you've been dreaming of? Or will you have to work forever to support yourself and your family? The answers to these questions require us to face our financial fears. For the majority of us, it's very likely that we can't count on Social Security to support us in our Golden Years. But will we have invested in the right mix of IRAs, 401(k)s and mutual funds to allow us to live comfortably?

Most experts agree that Americans just aren't saving enough. The majority save less than 4 percent of their income. That's half of what people saved just 10 years ago. Retirement experts say you'll need 70 to 80 percent of your pre-retirement income in order to live comfortably when you retire. Currently, Social Security pays the average 65-year-old about \$700 a month. You'd have to be pretty thrifty to call that living comfortably.

### UNCLE SAM SEES RED

Up to now, Social Security has been one of the most popular and successful government programs in United States history. However, in 2012, Social Security trust funds are expected to start paying out more in annual benefits than the system collects in payroll income taxes. Many thought the program would never be touched, but it now appears that reform is on the way. Social Security is headed for bankruptcy.

“In my judgment, it's a failed system that needs to be drastically restructured,” said David Tuerck, professor of economics at Suffolk. He feels that the existing system is a bad deal for everyone, especially for young families, single males and African-Americans.

Tuerck says that a married couple with two children and a single wage earner born in 1932 can expect a real rate of return of 4.74 percent. The rate of return falls to 2.6 percent if the wage earner was born in 1976. You can earn more interest than that on a savings bank account! Even worse, an average wage-earning single male born after 1966 can expect a return of less than one-half of 1 percent. And for low-income African-American males born after 1959, the rate of return is a *negative*.

Across the board, low-income households face low returns on the money they pay into Social Security. But for many, it's all

*continued on page 17*



SOCIAL SECURITY REFORM, ONCE DERIDED AS THE "THIRD RAIL" OF AMERICAN POLITICS—"TOUCH IT AND YOU DIE"—HAS RATHER SUDDENLY LOST SOME OF ITS FORMERLY LETHAL VOLTAGE.

retirement for every American, or we don't. I don't need to tell you that, on current trends, we are falling far short of that goal.

I mentioned before that Congress and the White House had decided to "temporarily" balance the budget by 2002. Very shortly afterwards, entitlement spending will push us back into the deficit spending that our political leaders worked so hard to banish.

Little wonder that President Clinton identified Social Security reform as the number two priority of his second term—right after continued support for education. And the president is not alone in turning his attention to Social Security. Democratic Senator Bob Kerrey of Nebraska has spoken forthrightly about the need to reform the system and pointed out the great benefits that engaging market-based investments could provide.

On the other side of the aisle, Republican Senator Phil Gramm of Texas has warned that unless we reform Social Security, over the next 25 years the maintenance of its current level of protection would demand a doubling of the payroll tax, which means that the average working family in America could find itself with a marginal tax rate of more than 50 percent.

In other words, the great debate is off and running—in Washington and across kitchen tables all over America.

### The Great Debate

As some of you may know, the administration's Advisory Council on Social Security helped give this issue momentum early last year by presenting three different scenarios for resolving the long-term fiscal shortfall of Social Security.

While the council; a diverse group of government officials, academics, labor union and

pension experts; failed to reach a single consensus, they did achieve remarkable unanimity on two critical points:

**One:** The Social Security crisis is real and requires action now.

**Two:** We need to seriously consider ways to engage the higher returns that only market-based investments can provide if we want to strengthen Social Security and avoid huge tax hikes, benefits cuts or both.

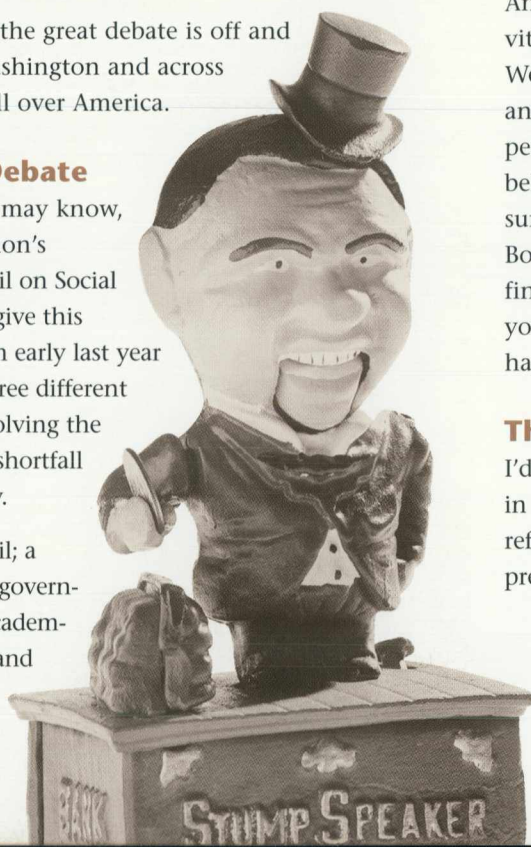
We're now seeing a flurry of new Social Security reform proposals, not only from the politicians, but also from think-tanks, academia, non-governmental organizations and in the media. While there is little likelihood of substantial reform in the current Congress—which is already more than half-way through its term—real debate has begun and will likely develop substantially as we approach the next presidential election.

Social Security reform, once derided as the "third rail" of American politics—"touch it and you die"—has rather suddenly lost some of its formerly lethal voltage. Today, savvy political figures are beginning to see benefits in suggesting real reform, including the use of market-based investments. This is a sea change in the national debate.

And Social Security reform is just one element—though a vital one—in the larger challenge of retirement finance. We also need to take action soon to simplify investing and strengthen all forms of retirement savings, including pensions, tax incentives for savings, IRAs and 401(k)s. I believe we will move in this direction because the pressures to act will steadily grow for two reasons: First, the Boomer generation is contemplating its own retirement finance needs. And secondly, Generation X and still younger people are contemplating the burdens they'll have to shoulder if we don't undertake reform soon.

### The Origins of Social Security

I'd like to step back for a moment and place Social Security in a broad historical and geographical frame. Because true reform demands that we approach the challenge in a comprehensive and not a piecemeal manner.





America's Social Security system is the direct descendant of a pay-as-you-go model originally introduced in imperial Germany in the 1880s and then adopted by many other nations, including the United States, by the 1930s. This pay-as-you-go model depends on an ongoing direct transfer from current workers to current retirees. The revenues that come in are spent immediately. Unlike most public and private pension plans, there is no genuine investment pool of real assets building up for retirees.

Yet, pay-as-you-go systems worked very well in an area of large families, rapid industrial and population growth and short life spans. One reason they worked so well for so long is that the early pay-as-you-go systems were originally designed as a minimal safety net. They were a supplement at best, not the full-blown retirement system they have become in the United States and other nations.

Pay-outs were minimal and came late. In fact, in 1934, when the US Social Security eligibility age was set at 65, life expectancy in America was 61.

But all of these circumstances have changed and will continue to change. Today, pay-as-you-go social security systems are serving nations with small families, low birth rates, mature, more slowly-growing economies and populations that are living longer than ever.

## Global Aging

We are, in fact, living through a demographic revolution without precedent in human history. Global life expectancy has risen from barely 46 years in the early 1950s to 63 years by the late 1980s, and will be over 70 by the first quarter of the next century. By 2005, life expectancy in the United States will be 73 for men and 80 for women.

This means that within the lifetime of a typical Baby Boomer—say 1950 to 2025—human life expectancy on earth will rise by 50 percent. Some estimates suggest that a healthy baby girl born today in America has one chance in three of living to 100. She'll be supported by her parents until 20, work until 65 or even 68, and could be retired for almost 40 years. No part of the country, no segment of our population is prepared to finance a 40-year retirement.

the retirement savings they have. Some studies show that fewer than half of all American workers have an employer-sponsored pension plan.

One solution that Tuerck and many others favor is some form of privatization. Many are warming up to the idea because the general public has developed increasing financial sophistication. As we manage our own IRAs and 401(k)s and select our own mutual funds, we've experienced a sense of control over our retirement investments. We're getting more comfortable with the idea of managing our own investments.

## WORK, WORK, WORK

Gone are the days of the retirement party, the gold watch and the big pension. Increasingly, tomorrow's retirees are retiring the notion of retirement. They plan to work.

A 1998 American Association of Retired Persons (AARP) poll showed that eight out of 10 Baby Boomers (Americans born between 1946 and 1964) expect to keep working at least part time after age 65. By comparison, only one in eight of today's senior citizens is continuing to work.

Part of their motivation for working may not be due to financial concerns. Nearly 80 percent of the Baby Boomers said they were satisfied with the amount they're putting aside for the Golden Years. For them, retirement is perhaps a concept they identify more with their parents than themselves. The AARP poll reported that about two in every five agreed with the statement: "I can't imagine myself retired." Perhaps they view the so-called retirement years in a different light. Many are planning to use them as a chance to pursue careers and entrepreneurial ventures they didn't have the time or resources to try in their younger years.

Whatever the motivation, younger generations can expect competition for jobs from older workers who will remain in the work force past the conventional age of retirement.

## SAVE NOW, PLAY LATER

The good news is, the children of Baby Boomers, the young adults that make up Generation X, are not living up to their cultural stereotype of the "Slacker Generation." A 1997 Wall Street Journal/NBC News poll showed that Generation Xers are stashing money away at a significantly earlier age than their parents did.

"An increasing number of people, younger than eligibility age, are seeking to join our retirement plan," said Toni Tinberg, Suffolk's associate director of human resources. Perhaps, she says, they're actually listening to their parents, many of whom realize they can't rely on Social Security to support the retirement lifestyle they envisioned.

Louise Unger, BA '96, of Pleasanton, California, is working full time while pursuing a master's degree in English. At 28, Unger is single with no children. When she started her job a year ago, she didn't bother to ask about retirement benefits. It just wasn't something she thought about.

*continued on page 19*



ALL OF THIS MEANS THAT ONE  
OF THE CORNERSTONES OF  
AMERICAN LIFE—A REASON-  
ABLY FINANCIALLY SECURE  
RETIREMENT—IS NO LONGER  
LOOKING SO SECURE.

This increase in life expectancy is a fantastic change. Yet we're so close to it that we don't often see the vast implications it has for savings rates, pension systems, Social Security, health care, residential housing and recreation patterns—our entire way of life.

In the United States, the aging of our population has already dropped the "support ratio" in the Social Security system from 16 active workers-to-one retiree in 1950, to three workers for each retiree today. The ration will be two-to-one when the 76 million Baby Boomers begin to retire early in the next century.

By the first decade of the next century, the burden of supporting this swelling group of Boomer retirees is going to become severe, perhaps insupportable, for the shrinking group of younger workers in America. They will face a double bind as they'll be expected to fund a Social Security system with a withering fiscal base, even as fewer of them are covered by private pensions themselves. Over the past 20 years, for example, pension coverage for workers under age 35 has declined by fully 10 percent.

And, since last year's budget deal in Washington did little to slow entitlement spending, Medical and Social Security spending costs still threaten to cannibalize the federal budget for years to come, unless we undertake real reform. By one estimate, if Medicare, Medicaid and Social Security continue growing at their present rate, by 2025, we're either going to have to drop the entire rest of the federal government—the Army, the Navy, you name it—or raise payroll taxes on our kids by about 50 percent.

All of this means that one of the cornerstones of American life—a reasonably financially secure retirement—is no longer looking so secure. Today's retirees and workers have already been promised \$7.5 trillion more in future Social Security benefits than the federal government will have the revenues to pay for. Now that's an unfunded liability!

Yet, "re-securing" this system is crucial, because today 63 percent of retirees depend on Social Security for half or more of their income. If we can't find a way to help Social Security keep its promises, we risk plunging a large percentage of America's elderly into poverty.

## A Worldwide Challenge

It's important to note that these problems are not unique to the American Social Security system. Most European countries face even worse demographic problems with the ratio of workers to retirees. Japan, with the fastest aging population, soon will have only one-and-a-half workers to each retiree.

We Americans enjoy an advantage, especially compared to Continental Europe, in having relatively large corporate and civil service pension systems to supplement Social Security. But while America is ahead of much of the world in developing private pensions, we're behind much of the world in this way: Our main public pension fund, Social Security, invests *only* in government debt.

Social Security is today running a surplus, at least in theory. But in fact, the government is spending those funds on its current obligations, substituting interest-bearing IOUs to the Social Security Trust Funds. When Social Security goes into cash-flow deficit in 2012, these IOUs will come due with a vengeance, requiring new debt to be raised or higher taxes or both.

But there are real grounds for hope that we can avoid this looming fiscal crisis. Why? Because we are today in the midst of a historic, global wave of market-based investment of pension assets. Nations all over the world are coming to grips with demographic reality and seeking ways to tap higher returns from market investments to relieve their children of an unconscionable tax burden.

This movement is gathering momentum. In 1996 alone, for the third year in a row, we witnessed real acceleration of the trend away from purely public, pay-as-you-go pension systems to fully-funded private pension options, with reforms in that direction under way in Spain, France, Italy, Poland, Mexico, Argentina, Singapore, Hong Kong and the United Kingdom.

I am an optimist. I believe the United States will find its own way to tap investments markets to actually keep Social Security's promises.



## Diehards, Nibblers and Reformers

We will, of course, have to pass through some rough political waters and spirited discussion. In fact, we can already identify three distinct camps in the Social Security reform debate. I call them the diehards, the nibblers and the reformers.

The diehard defenders of the status quo argue that it would be wrong to alter any of the fundamentals of Social Security. They can't support any shift from a program in which everybody pitches in together—to a program that allows individuals to direct even a portion of their Social Security taxes into their own personal retirement accounts.

The second group, the nibblers, argue that Social Security has no problem that can't be fixed with a few minor adjustments: Require all state and local government employees to become part of the system; raise the retirement age slightly; means test benefits; reduce the consumer price index, etc.

Experience should have taught us to be skeptical of these tiny tune ups. As you know, Congress already has tried plenty of minor fixes over the years, for example, raising the tax rate more than 20 times. But while such "nips and tucks" may help reduce the system's long-term gap and delay the demographic day of reckoning, they do not solve the problem. Worse, those changes could mean later retirements, lower benefits and an even heavier burden of taxation on our children and grandchildren.

Let's face it; if we miss our chance to fix what ails Social Security while the huge Boomer generation is still working and the system is still running a cash-flow surplus, we will be forced to make changes down the road that will be much more drastic and painful.

"When I started my job, I never considered it as being important. I never thought about it. Then my parents talked to me about 401(k)s. They said I should do it. So I figured it was important, but I have not a clue about how much I should be contributing," she said.

Unger is typical of her generation. She is now enrolled in her company's 401(k) plan, but beyond that, she hasn't thought much about retirement. She's planning to rely on her own individual retirement savings regardless of the outcome of the Social Security reform debate.

"I always assumed Social Security wouldn't be around for me," she said. "I was raised that you do it yourself. I don't expect Social Security to support me at all."

Ted Hamann, on the other hand, is definitely counting on Social Security.

"My generation is the Depression babies; we took Social Security for granted," said Hamann, who retired in April from Suffolk after 23 years as director of the Sawyer Library.

Living in Cambridge, Massachusetts, Hamann is a married father of two grown children. In retirement, he plans to remain active as a volunteer in his community.

Hamann's first Social Security check will arrive shortly, but it won't be enough for him and his wife to live on. To fill the gap, Hamann, and many others of his generation, invested in other retirement savings plans.

"I assumed I would get Social Security, and I assumed there would be no problem in getting it," said Hamann. "I was very much counting on it, but it wasn't crucial. I have other sources of income."

## PLANNING IS EVERYTHING

How a person plans for retirement is influenced by where he works, says Robert Stephenson, MBA '69. Stephenson is planning center manager of MetLife/Progressions, a retirement, financial and legal planning services company. Does your company provide a variety of 401(k)s or pension plans, or does it offer few or no retirement savings programs?

Stephenson says that he often sees two schools of thought. The first are those employees with great benefits who are saving hard so that they can retire early, say at 55. The second group, those with no saving options other than Social Security, think they might have to work forever.

A third, and very common approach, is to avoid planning altogether. A survey released by the Employee Benefit Research Institute found that less than a third of Americans have ever attempted to calculate how much they need to save for retirement.

Stephenson has been watching the reform debate with a close eye, for both personal and professional reasons. "It will be interesting to see if a proposal can be presented that allows people's hard earned money, which is taxed so heavily, to earn more

continued on page 21



INDEED, WE RISK SPLITTING INTO TWO AMERICAS, IRRECONCILABLY DIVIDED BETWEEN HAVES AND HAVE-NOTS: THOSE WITH AN EQUITY STAKE IN AMERICA AND THOSE WITHOUT.

Which brings me to the third group in this debate, the reformers, who believe as I do that “tweaks” are not enough; that a deeper, more fundamental change—engaging market-based investments—is essential.

The challenge faced by anyone arguing for market retirement finance is not only to preserve the security that pay-as-you-go systems have promised, but to preserve the community values upon which a dignified retirement must be based.

First, the elderly and those near retirement must be able to retire with genuine financial security. Their current benefits must not be threatened. Second, younger people must be allowed to keep more of the fruits of their labor. And, third, the nation’s economy must not be unreasonably burdened in meeting the first two principles.

Today’s global equity and debt markets have grown to roughly \$39 trillion dollars—large enough to both absorb enormous flows of retirement investments and to finance the costs of “transition” from pay-as-you-go models to more fully-funded systems.

America’s equity markets are far more powerful engines for retirement savings growth than treasury bonds—because they track with the most dynamic companies in our entire economy. Well-designed reform could make these benefits available to all Americans, nearly half of whom have no stocks, bonds, mutual funds or solid pensions at all.

Of course, each nation, including the United States, must make its own choices and strategies about how, if at all, to engage market-based investments for its public pension systems. Most nations, the US included, should also act to strengthen or stimulate corporate pensions and personal savings as well.

Comprehensive, well-designed reforms tailored to a nation’s economy—and its values—can, I believe, actually turn a retirement finance crisis into an engine for higher savings, lower interest rates and more rapid growth.

## The Promise of Ownership

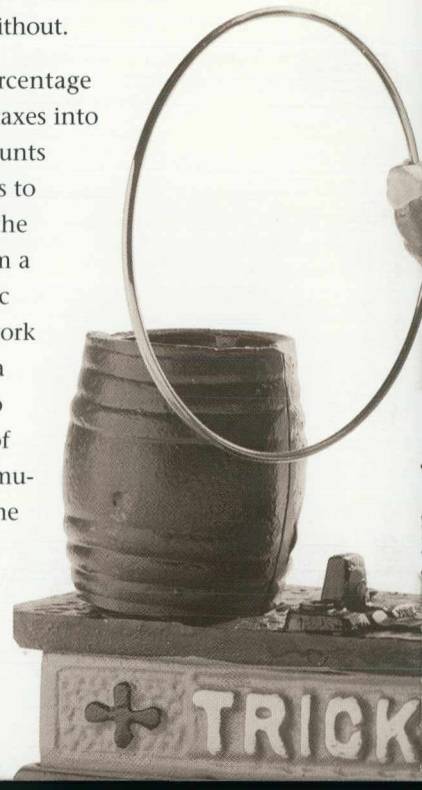
While pension reform would have many positive influences on the economy as a whole, it may hold out the greatest promise of life-changing benefits for the least advantaged of our fellow citizens, minorities, women and the working poor.

As I said earlier, the United States has a relatively robust private pension structure, from which 52 percent of Americans will derive at least some benefit. But nearly half of Americans have no private pension plans whatever! And the picture in terms of personal savings and financial assets is even worse.

According to a recent, startling study by the Rand Corporation, 50 percent of Caucasian households aged 51-61 have financial assets of less than \$17,300. As if that number isn’t scary enough, typical Hispanic and African-American households in that same age group have less than \$500 in financial assets. Fully 40 percent of these minority households have no liquid assets—nothing.

We have all grown accustomed in recent years to a vigorous public debate about the divergent income levels of working Americans. But clearly, we suffer from an even greater social chasm when it comes to the ownership of financial assets. Indeed, we risk splitting into two Americas, irreconcilably divided between haves and have-nots: those with an equity stake in America and those without.

Yet the diversion of even a few percentage points of working families’ payroll taxes into individually owned retirement accounts would enable all working Americans to stake their claim to a fair share of the American dream. It would give them a real ownership share in the dynamic national economy that their own work helps create. Such a re-direction of a share of payroll taxes would be no panacea, but it would allow many of our least-privileged citizens to accumulate significant financial assets for the first time in our nation’s history.






Another good reason to contemplate such restructuring has to do with difficult questions of demography and social justice. The retirement age at which most citizens could receive Social Security benefits has been raised recently from 65 to 67. But an African-American boy born in 1990 has a life expectancy of only 67. This means he faces the prospect of paying his whole working life into a system whose retirement benefits he will not be eligible to enjoy until the very end of his projected life span.

Social Security reform then is more than a simple matter of fiscal prudence, although there is certainly call for that. Done properly, it also offers one of the few tools we can take hold of to increase the real wealth of working families—to close the widening gap of inequality in our society, and so to live up to our ideals of social justice.

The right kind of Social Security reform could, in fact, marry the best elements of our dynamic capitalism with the humanistic community-building that is the hallmark of our American civilization. Furthermore, those nations that most honestly address their retirement finance crises today will be the nations best equipped to compete and to win in the tough global marketplace of the twenty-first century.

*Marshall Carter presented this article, in its original form, as a speech at the Sawyer School of Management's State Street Lecture Series. Carter is co-author of the book Promises to Keep: Saving Social Security's Dream.* 



interest, without the government creating a costly bureaucracy that outweighs the benefit," remarked Stephenson.


At 53 and married, he says he's expecting to get some Social Security benefit, but it is a small part of his overall financial planning picture. Stephenson shares the advice he gave his three adult children: "Start early and save something out of every check. Get in the habit of saving money."

### SAVE IT FOR LATER

Sixty years ago, there were few options for those who wanted to save for retirement. If you weren't fortunate enough to retire with a company pension, you were on your own. By taxing our paychecks, the government forced us to put aside a nest egg for the future, in the form of Social Security. Although there are many more options today, one thing about Americans hasn't changed in six decades; we still don't like to save our money. But experts agree that the time has come to learn.

In 1997, Congress passed the SAVER act. SAVER, which stands for Savings are Vital to Everyone's Retirement, calls for the nation's leadership and its people to take seriously the pending Social Security crisis. Over the past year, leading experts from business, government and academia have been participating in bipartisan national summits hosted by the White House to discuss the topic of retirement savings. Additionally, SAVER provides funding for a nationwide education campaign on saving for retirement.

Sometime after December 1999, following the results of the final national summit, Social Security reform legislation will be proposed in Congress. Regardless of the outcome, the rationale behind the SAVER act is that most of us will need to fund our own retirements.

So whether you plan to retire at 65, work until you're 95, or start a new career at 105, the choice and the responsibility will be yours. So start saving those pennies now. 

For more information contact the following resources:

- Employee benefits office of the company or organization where you work
- The American Savings Education Council (ASEC): [www.asec.org](http://www.asec.org) or call (202) 659-0670
- IRS Online: [www.ssa.gov](http://www.ssa.gov) or call (800) 772-1213



## College of Arts and Sciences

**Robert Allison**, History, was elected to the Colonial Society of Massachusetts. He also has been asked to serve on a committee of historians planning a new Boston Visitor's Center.

**Harry Bartnick**, Art and Design, exhibited his aerial landscape paintings in a one-person show at the Lyman Allyn Art Museum of Connecticut College, New London, CT.

**Krisanne Bursik**, Psychology and Women's Studies, had her paper "Moving Beyond Gender Differences: Gender Role Comparisons of Manifest Dream Content" published in the journal *Sex Roles*, Vol. 38, 1998. Also she presented research at the annual meeting of the Eastern Psychological Association held last February. She and Joy Miller, a Suffolk alumna and Sawyer Library staff member, presented the paper "Openness to Experience, Gender Role, and Feminism: Integrating Gender Schema Theory and the Five-Factor Model." They also presented "Openness to Experience and Ego Development: Integrating Dispositional and Developmental Models of Personality" with recent Suffolk graduates Cynthia Davis and Maureen Kennedy.

**Denise Froehlich**, Art and Design, presented her photographs at a group exhibit at Caldbeck Gallery, Rockland, ME.

**John Bekken**, Communication and Journalism, published two articles: "Feeding the Dinosaurs: Economic Concentration in the Retail Book Industry" in *Publishing Research Quarterly*, Winter 1997/98 and "Community Radio at the Crossroads: Federal Policy and the Professionalization of a Grassroots Medium" in *Seizing the Airwaves: A Free Radio Handbook*, 1998.

**Charles Giuliano**, Art and Design, traveled to Quebec twice this past summer as an invited guest of the cultural ministry, the Association of Art Dealers and the Centre International des Arts Contemporaine (CIAC) to participate in the Canadian Biennial. His photo collages have been in group exhibitions at Brandeis University, Art Vigor, Artcetera and the Mills Gallery of the Boston Center for the Arts. Works by Giuliano were acquired for the permanent collection of the Rose Art Museum. In March, Giuliano and **Alberto Mendez**, Humanities and Modern Languages, led Suffolk students on a cultural tour of Spain. Last year, as part of an exhibit opening in Shanghai, China, Giuliano lectured on the contemporary German artist Debora Mache and her fellow exhibitor, Anke Erlenhoff.

**Marilyn Jurich**, English, presented a paper titled, "The Thorn in the Rose and the Terror of the Vine," at the International Association of Fantasy in the Arts Conference in March. The paper explores the mythical world experienced by schizophrenics, particularly as realized in the novel *I Never Promised You a Rose Garden*.

**Melissa Hausman**, Government, received a grant from the International Council of Canadian Studies, Ottawa, Canada. The matching grant supported the purchase of books for the Sawyer Library related to various fields of Canadian studies, including politics, economics, law, literature, Quebec studies and Native studies. These works will serve as resources to the programs in international relations and North American politics. ▼

**Fred Marchant**, English, conducted a series of eight poetry workshops during the spring semester at Algonquin Regional High School in Northboro, MA; and was a featured speaker at the Boston Writing Project at UMass-Boston. His essay on Vietnamese poets of the war era was published in *Humanities*, the journal of the National Endowment of the Humanities.

A painting, *Shelves*, by **Lydia Martin**, Art and Design, was published in Carole Katchen's book, *200 Great Painting Ideas for Painters*, North Light Books, April 1998. An eight-foot Leonardo da Vinci mural designed and refined by Martin and painted by participants at the Artisan Workshops held during the Leonardo da Vinci exhibit at the Museum of Science has been donated to the O'Connell Library in East Cambridge, MA.

**Steve Novick**, Art and Design, presented a solo exhibit of his sculpture *Recent Objects* at NESAD's Gallery 28. Novick's work also was seen in "What's the Story" at the FPAC Gallery in Boston. Novick's art will be featured in a number of upcoming shows, including a one-person exhibition at Boston's Kingston Gallery, October 1998; a two-person show with Paul Andrade, Art and Design, at the FPAC Gallery, spring 1999; and group shows at Queens College, Charlotte, NC, November 1998, and Galera Montalban in Madrid, Spain, April 1999. Novick continues to review gallery and museum exhibitions, including David Hockney's "New Paintings" at the Museum of Fine Arts for *artsMEDIA* magazine in Boston.



Sawyer Library Assistant Director Becky Nies (left) and Professor Hausman (right) accept grant check from Dean Sherratt, Consul, Canadian Consulate General of New England



**Lisa Shatz**, Electrical and Computer Engineering, has two new publications: "The Effect of Shape on the Hydrodynamics of Hemispheroid Projecting from a Plate in Irrotational Fluids" was published in *Physics of Fluids*, September 1998 and "Indirect Boundary Element Method for Shear Flow over Prolate and Oblate Hemispheroidal Protuberances on Plane Walls" is scheduled to appear in the December 15, 1998, *International Journal for Numerical Methods in Fluids*.

**Debra Weisberg**, Art and Design, had her solo exhibit of sculpture entitled "Inner Skins" presented at the Lionheart Gallery in Boston. In January 1999 she will participate in a group exhibit titled "Hanging by a Thread" at the New Art Center in Newton, MA.

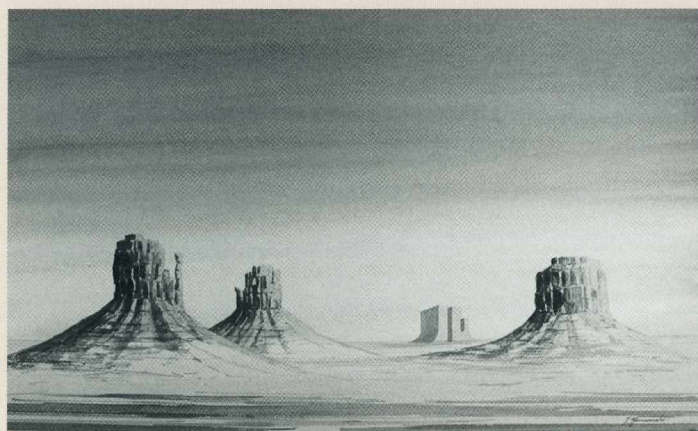


(L-R) The late Maurice Schumann, Marie-Claire Scamaroni, deputy mayor of Paris, and Professor Weitz at the presentation ceremony

**Margaret Collins Weitz**, ▲ Humanities and Modern Languages, has had the French version of her book, titled *Combattantes de l'ombre: Histoire des femmes dans la Résistance 1940-45*, added to the Grand-Livre-du-Mois (Book-of-the-Month Club) selection list. The book was voted special recognition by the jury of the Prix Littéraire de la Résistance. The book has been nominated for three national awards in France: Nouveaux Droits de l'Homme, Fondation Défense de la France, and Prix Séverine (an association of French women journalists.) She also was awarded a major grant by the Florence Gould Foundation. Weitz used the grant to work on a research project during her sabbatical in 1997-98.

**Tom Yamamoto**, Art and Design, ► received an award of excellence from the American Society of Architectural Perspectivists' (ASAP) annual juried competition. ASAP is an international architectural illustrators organization, of which Yamamoto is a charter member. He is one of 50 award recipients from 550 submissions worldwide. His award-winning work was published in *Architecture in Perspective*, October 1998. Other works by Yamamoto have been published in *The Art of Architectural Drawing, Imagination & Technique* (Van Nostrand Reinhold Company) and will be included in *The Art of Architectural Illustration* (Rockport Publishing) in mid-1999.

**Da Zheng**, English, published his article "Economy of Exchange, a Study of Henry James' novel *The American*," in *Prospects* 22 (1997).



## SPOTLIGHT

With the help of **Associate Professor Wilma Busse**, children of Holocaust survivors came together with descendants of the Third Reich in August to engage in a dialogue meant to help them come to grips with their intertwined histories and begin to understand one another.

This healing process was made possible through the work of One By One, Inc., a non-profit organization created by Christians and Jews whose lives have been affected by the Holocaust. Busse, a descendant of Holocaust survivors who has struggled with the issues of evil and forgiveness much of her life, is a One By One co-founder and brought the group's annual conference to Suffolk.

The descendants of those who survived the horrors of Nazi atrocities have discovered they are sensitive to many of the same issues as descendants of those who perpetrated the Holocaust. These children of the Third Reich wrestle with their own demons in trying to reconcile the image of parents and grandparents they love with the inhumanity they participated in or ignored.

Together, the two groups have found a way to bear witness to the reality of the Holocaust and to work for social justice. The conference included a One By One panel discussion on "Evil and Forgiveness: Shall Ever the Twain Meet?"

Busse, who teaches a course titled "The Psychology of Genocide: The Holocaust and Human Behavior," said that the conference discussion showed that "while 'forgive and forget' often are linked, clearly that is not the goal. Forgiveness needs to be redefined, not as absolution, but as a coming to terms with what happened. Both sides acknowledge that what went on was wrong or evil and by meeting to bear witness, they free up energy to move on to other things."





## Sawyer School of Management

**Chris Argyropole**, Finance, has joined the SSOM faculty as assistant visiting professor. He was previously vice president/assistant portfolio manager for Atlas Investments, and earned his MBA at MIT's Sloan School of Management.

**Michael Arthur**, Management, co-presented several workshops and symposia including "New Careers, New Approaches: Theories and Methods for Expanding our Horizons," at the 1998 Academy of Management meeting in San Diego, CA. Arthur and **Robert DeFillippi**, Management, had their most recent work on project-based organizing published in *California Management Review*, Winter 1998. Their most recent joint paper on the project-based learning company is being published this year in one of New Zealand's leading professional journals on management.

**Rick Beinecke**, Health Administration, was a moderator and presenter at the 47th National Conference on Mental Health Statistics, and at the Public/Private Behavioral Health Care Summit, Washington, DC, May 1998. Also, in May, he was a moderator and presenter at the American Society for Public Administration Annual Meeting in Seattle, WA.

**Robert DeFillippi**, Management, co-presented a workshop entitled "An Entrepreneur's Experience With Student Consulting Projects: What Really Matters in Successful Student Projects," at the 1998 Academy of Management meeting in San Diego, CA. Additionally, DeFillippi has published on project-based careers in *Academy of Management Executive*.

**Edward C. Jarvis**, Entrepreneurial Studies, has joined the SSOM faculty as clinical professor. He is founder and president of ONE XCEL, a venture capital backed firm that merged with Oakley, Inc. He holds an Executive MBA from Suffolk and an MBA from Dartmouth College's Tuck School.

**Ruth McEwen**, Accounting, has joined the SSOM faculty as associate professor. McEwen received MS and PhD degrees in accounting and finance from Georgia Institute of Technology. She is a CPA and medical technologist (ASCP).

**Daniel Sankowsky**, Management, received the Best Paper award from the Academy of Management Conference in San Diego, CA, for his work "Expert Strategies for Poor Performing Students in Technical Courses."

**Gail Sergenian** and **Laurie Pant**, Accounting, co-authored "Increasing Students' Professionalism: A Careers Project for Accounting Majors," which appeared in *Issues in Accounting Education*, May 1998. Sergenian also co-authored "Business Training for a Republic in Transition: A Seminar Series for Kazakh Oil Executives" with **Mark Blodgett**, Business Law. The article appeared in the *Journal of Teaching in International Business*, Vol. 10, 1998.

**Richard Torrissi**, Management, represented Suffolk at a global forum on management education hosted by AACSB and the European Foundation for Management Development, in Chicago in June. He joined representatives of business schools from 77 countries. Then Torrissi attended the national meeting of the Graduate Management Admission Council in Florida.

**Joseph Vaccaro**, Marketing, co-authored an article with MBA student Annelie A. Slanemyr-Phillips titled "Assessing Attitudes and Opinions of Parents and Non-Parent Adults toward Television Ad Exposure to Kids." It was published in the *Journal of the Association of Marketing Educators*, Vol. 1, Spring 1998.

**Peter G. Zhang**, Finance, has joined the SSOM faculty as associate visiting professor. Zhang is vice president at Chase Securities, Tokyo, Japan; an associate editor of the *Journal of European Financial Management*; and author of *Barings Bankruptcy and Financial Derivatives*. His area of expertise is exotic options and risk management.





## Annual Alumni Awards

Congratulations to alumni Regina M. Villa, MPA '76; Kenneth C. Mermer, EMBA '78; Joseph Favaloro, BS '77; and Mary A. Hefron, MA '67, who were honored at the CAS/SSOM Alumni Awards Reception held May 19 at the Boston Athenaeum.

In recognition of her many years of dedicated service to the students of Suffolk University as well as her involvement in many University activities, former University Registrar Mary Hefron was presented the Outstanding Alumni Service Award by the General Alumni Association. Hefron, of Lexington, Massachusetts, retired from Suffolk after serving 34 years. She began her career in 1963 as a recorder in the college registrar's office, and two years later she was appointed University registrar, serving until her retirement last year.

Joseph Favaloro also received an award from the General Alumni Association. He was presented the Outstanding Alumni Achievement Award in recognition of his outstanding professional successes and service to his community of Somerville, Massachusetts. For the past 10 years, Favaloro has been executive director of the Massachusetts Water Resources Authority (MWRA) Advisory Board representing 60 communities. He has also served on the Somerville School Committee, the Board of Directors of Community Action Agencies of Somerville, the Somerville Highlanders Association, and Somerville Planning Board. He is the founder of the Friends of East Somerville.

The SSOM Graduate Alumni Association presented an Outstanding Alumni Achievement Award to Regina M. Villa of Manchester by the Sea, Massachusetts, honoring her for professional and civic accomplishments. She is president and owner of Regina Villa Associates, a public affairs/public relations consulting firm. Prior to founding her own firm, Villa was CEO for the Massachusetts Nurse's Association. A candidate for State Senate in 1992, she is actively involved in the Democratic National Convention and has held several positions on the platform committee and the rules committee, among others, and as a delegate. Villa also serves on



(L-R) Kenneth C. Mermer, EMBA '78; Mary A. Hefron, MA '67; Robert LeBlanc, BSBA '66, president of University Alumni Council; Regina M. Villa, MPA '76; Joseph E. Favaloro, BS '77

several boards and committees, including the Manchester Housing Partnership, the Center for Addictive Behaviors, the Tax Equity Alliance Education Fund and the Cape Ann Coalition Against Domestic Violence.

In recognition of his accomplishments and professional achievements, Kenneth C. Mermer of Roslindale, Massachusetts, was awarded an Outstanding Alumni Achievement Award by the SSOM Graduate Alumni Association. Mermer is president of the Center for Quality Management in Nashua, New Hampshire, and is the former CEO of The Recuperative Center in Boston. He was appointed by former Governor William F. Weld to two terms on the Board of Registration of Nursing Home Administrators. In addition to his service on numerous medical and nursing administrators boards and councils, he is a member of the Suffolk University Alumni Career Advisory Network and is an adjunct professor at Lesley College Graduate School of Management. ♦

## Alumni Golf Day



Chairman of the Alumni Golf Day Committee Anthony Farma, BS '77, MEd '82, (left) and his team were joined by more than 150 golfers on June 8, 1998, at Spring Valley Country Club in Sharon, MA

## Survey Says: Alumni Positive About Suffolk

The alumni have spoken. An impressive 93 percent reported a very positive or positive attitude toward Suffolk, in the 1997-98 alumni census conducted by the University.

Nearly 600 people completed the survey, which was mailed to all CAS and SSOM alumni. The respondents ranged in age from 23 to 89; the average age was 42. Sixty-one percent were male; 39 percent female. Of the total, 321 were CAS alumni and 245 were SSOM. Fifty-five alumni reported that their spouse attended Suffolk; and 50 percent said they have contact with other Suffolk alumni.

More than 70 percent of respondents said that because of their experiences at Suffolk, they know how to access and use the information they need on the job. Eighty-five percent acknowledged that their undergraduate work at Suffolk encouraged them to think

innovatively and creatively; and 76 percent said that their Suffolk education prepared them to compete with other college graduates. Nearly 75 percent of respondents said that Suffolk prepared them for life in general; and 72 percent would choose Suffolk again if they had it all to do over. More than 90 percent would recommend Suffolk to prospective college students.

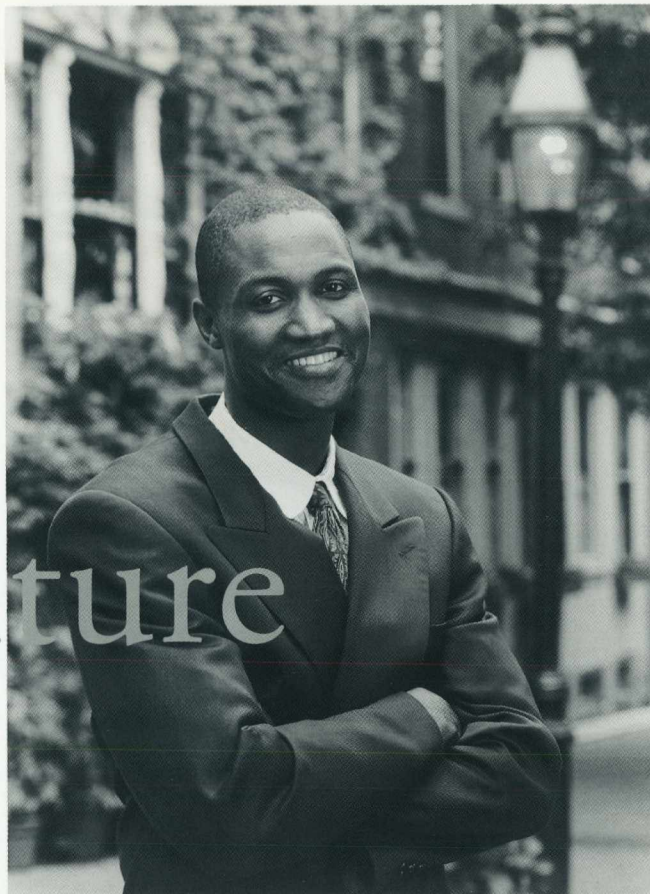
Other questions included in the census asked about interest in alumni events, fundraising and volunteer activities.

For those alumni who participated in the census, thank you for taking the time to share your thoughts with the University. Your feedback is important to us. ♦



# The Adventure Express

Ron Occeus, BS '94



**WITH FIVE CREDIT CARDS, ONE USED** station wagon and an insatiable lust for adventure, Ron Occeus launched Boston Courier Express. In just four years, the fledgling business has grown into a half-million dollar operation. To understand the company's success is to understand the power of perseverance and Occeus' personal journey.

Occeus was only 13 in 1973 when his parents sent for him and his two brothers to join them in Boston. Born in Port-au-Prince, Haiti, he spoke not a word of English, nor did anyone in his family. But this obstacle didn't keep him from excelling in high school, serving in the Navy for seven years and earning a communication degree at Suffolk.

"People can tell you all they want," said Occeus, "but I believe you have to learn by trying things for yourself. That way you never have to look back and say 'what if.' I don't like saying 'what if.'"

As a full-time purchasing assistant and part-time student at Suffolk, Occeus kept a schedule that would exhaust most people. He took a class in the morning before work, another class at lunch and another class in the evening. But when he finally had his degree, the real adventure began.

A co-worker of Occeus' in the University mailroom constantly complained of poor package delivery service. Betting on a hunch, Occeus took a spontaneous leap, and Boston Courier Express was born.

**"THAT'S WHEN THE FUN BEGAN,"** said Occeus with a grin, "I didn't know what I was doing. I went to New Hampshire and bought an \$800 station wagon on my MasterCard." When he started making deliveries as a one-man courier operation, Suffolk was his one and only client.

"I had no idea how to run a business," admitted Occeus. "I jumped into it and learned by doing and making mistakes."

In about three or four months his mistakes added up to a staggering \$25,000 in credit card debt.

Realizing he needed to increase his client base to stay afloat, Occeus began talking about his business to anyone who would listen.

"I made up a game to see how many business cards I could hand out a day—my goal was ten, 50 a week," he said. "Out of 50, about two or three people would call." Occeus' plan began to work. He landed new clients like the Boston Celtics, Brigham and Women's Hospital, Houghton Mifflin and New England Eye Center without spending a dime on advertising.

Today, Occeus still makes deliveries in person, taking the time to talk to customers face-to-face. "I'm not selling the business, I'm really selling me as a person," he said.

Boston Courier Express, located in Kendall Square, is now four years old, servicing more than 150 accounts, including Suffolk University. The company makes deliveries 24 hours a day, seven

days a week via car, van and bike messenger. It is known for excellent, personalized service.

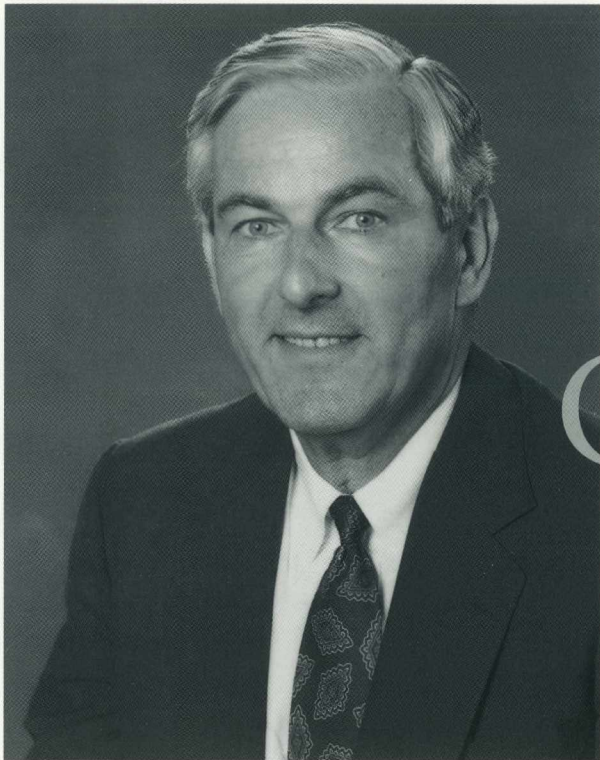
**"MY DREAM IS TO BE THE BEST COURIER** in Boston," he said. "I want to be a household name like FedEx or UPS. And I want to have the same kind of reputation, only with better service and a more personal approach."

Occeus credits Suffolk University for much of his success, but it is his special approach to life that is the key. His dedication to learning by doing, making mistakes and living life as an adventure are the real reasons his company has thrived.

"It is an adventure," remarked Occeus. "But nothing is hard when you're doing what you want to do. You do what it takes."

It's a long way from being a young immigrant who couldn't speak English for Ron Occeus. But if the past is any indication, for this intrepid young entrepreneur, the adventure has just begun. ♦





# A Computer Visionary

**Richard T. Finigan, BSBA '61**

**RICHARD FINIGAN IS DEFINITELY WHAT** you'd call a computer guru. The CEO of PADS Software in Marlboro, Massachusetts is responsible for anticipating the electronic design automation needs of engineers. So far, he's been able to predict what today's design engineers want and has found a way to make their jobs run more smoothly, accurately and faster than ever—something any of us can appreciate.

Finigan started his career in computers in 1983 as co-founder of Viewlogic Systems, also of Marlboro. He had previously spent seven years working as the vice president of finance at Prime Computer in Natick and had a bold vision for starting up a new company. Believing in what was considered an unsure product at the time—the personal computer—he and others set out to fill a niche in the computer field.

Finigan believed early on that the personal computer would indeed become a stable and much needed machine in our

daily lives. He and his group pursued a dream that the PC would not only evolve, but could be a meaningful tool for engineers.

"At the time, electrical engineers used expensive UNIX software and mini-computers which each averaged \$200,000 to \$300,000. Our business strategy was to offer 80 percent of the functionality at a fraction of the cost," he said.

Viewlogic was able to do this, but not without a long wait. "It was scary. We had no sales; went through three rounds of raising money through venture capitalists; and didn't have a sale until 1985," recalled Finigan. He advises those starting their own businesses to know that you will always need more money than you could ever anticipate, and it will always take more time than you originally planned.

**A CLASSIC CASE OF EXPLOSIVE GROWTH,** Viewlogic developed into a world-wide company, with \$100 million in sales. Finigan said he believes the success came from a clear vision, strategy and passion about what the company was producing.

"It was definitely a risk. I had to take a huge pay cut and work my brains out to see it come to fruition," he said.

**HE ALSO BELIEVES THAT THE SUCCESS** of Viewlogic can be attributed to his then-co-workers. "You need to have people working with you that have the fire-in-the-belly attitude, substantial experience and are able to come up to speed quickly."

Finigan went to PADS in 1993 to help turn the company around and reposition it in the industry. PADS is similar to Viewlogic in that it too produces products for the design engineering market. Today, PADS boasts 30 percent growth in sales annually over the past five years.

So what does Finigan envision for the future of computer technology? He believes that we are now in a period of immense change, and that includes revolutions in information availability and the unlimited prospects of the Internet.

"These things don't happen overnight, but I believe we haven't even seen the good part yet," he said, in remarking on the rapid changes in our current information age. Finigan has been right in the past when it comes to computers, and this is one alumnus who may be right about the future too. ♦



## College of Arts and Sciences

Cities and towns are in Massachusetts unless otherwise noted.

- 70 Roland E. Vanaria**, BS, received the Academy of General Dentistry's Mastership Award at the academy's 45th annual meeting in Chicago, IL. A member of the Harvard School of Dental Medicine, he maintains a private practice in Newton. Vanaria lives in Hopkinton with his wife, Patricia, and daughter, Alessandra.
- 72 Elizabeth Dietz**, BS, is pleased to announce the adoption of daughter Julia.
- Donald F. Hirbour II**, BA, was named senior director of commercial lines at the new offices of Acadia Insurance in Marlborough.
- 74 Peter K. Smyrl**, MEd, has retired as principal of the East Derry Elementary School in New Hampshire, having served as its only principal since the school opened 12 years ago.
- 76 Michael J. Reilly**, BSJ, marketing director at Symmes Maini & McKee Associates in Cambridge, was elected national president of the Society for Marketing Professional Services, a 6,000-member association of sales and marketing professionals with 44 chapters in the United States.
- 80 Donna J. Coakley-McGowan**, BS, has joined the staff of Century 21 Millennium at its newly opened Westborough office. Formerly a junior vice president and broker associate at Hunneman Coldwell Banker, she lives in Upton with husband Mark and daughter Madison.
- 81 Jean D'Orsi**, MS, was named technology director for the Wakefield school system. Most recently she served as coordinator of technology and business education for the Melrose public schools.
- 85 Gerald C. Quintiliani**, MS, a business teacher at North Quincy High School, received the 1998 Teacher of the Year Award from the Massachusetts Business Educators Association.
- 87 Edward M. Augustus, Jr.**, BS, has been named campaign manager for US Representative Jim McGovern's re-election campaign.
- Frank Ferrara**, BS, (see K.C. Ferrara, class of 1990)
- 88 Michael J. Hanley**, BS, has married Judith M. Hamparian, MST '95. He is employed by Suncare Respiratory Care.
- Michael J. Maloney**, BSJ, has married Ann D. Hourihan. They are living in Wakefield. Maloney is employed by the United States Postal Service in Allston.
- 89 Stephanie (Refice) Williams**, BS, and husband, RJ, are the proud parents of a son, Perry Christopher, born May 19, 1997. They are living in Scranton, PA.
- 90 K.C. (Doucette) Ferrara**, BS, and **Frank Ferrara**, BS '87, welcomed their first child, Genevieve Rose, on August 1, 1998. She weighed 7 pounds, 12 ounces. The family lives in Bristol, RI. ▼



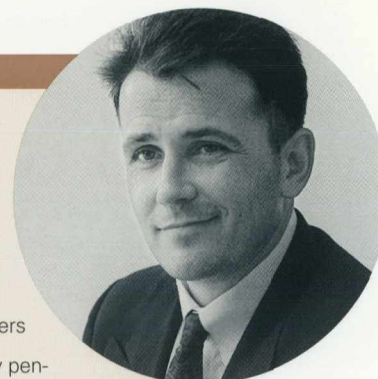
**Regina Gillis**, BSJ, reports that she is included in the memoir anthology *Queer 13: Lesbian and Gay Writers Recall Seventh Grade* (Rob Weisbach Books, 1998). She is an MBA student at Baruch College/City University of New York and lives in Brooklyn, NY.

**Eileen McDonough McMann**, BS, and her husband, Paul McMann, announce the birth of daughter Marie. She joins big brother Myles, 3.

**91 Julie Moquin**, BA, a proposal writer for ENSR in Acton, has married Brendan McNeill.

## SPOTLIGHT

**Andrew G. Garvey**, BSJ '87, a Boston Police sergeant, said he was just doing his job, but according to the Theodore Roosevelt Association, that's why he deserved to be honored. In April Garvey received the Theodore Roosevelt Association Boston Police Award, which recognizes officers who were hurt on the job but do not take disability pensions. He was presented with a medal and a grant toward his three children's education fund. In 1995 Garvey was seriously injured while responding to a call for help from a fellow officer. The prognosis was poor. He battled a near fatal brain clot and 18 months of rehabilitation before returning to work. A 39-year-old Dorchester native, Garvey is modest about the recognition. He said his wife and children should be getting an award for supporting him through the long recovery.







**92 Dina M. Sweeney**, BS, a social worker for the Department of Social Services in Arlington, married Christopher Mingace.

**93 Stacey A. Barry**, BA, an account representative at Federal Home Loan Bank in Boston, has married Arthur M. Deleidi. They are living in Everett.

**Molly Gadenz**, MEd, received a Community Health Award from The Medical Foundation of Boston for commitment to her work at the Uphams Corner Health Center in Dorchester and for dedication to public health theory and practice. She is presently coordinating the peer tutoring program in the Academic Support Center at Northern Essex Community College in Haverhill.

**Kerri A. Quintal**, BS, opened a law office in North Attleboro. She earned a JD from Southern New England School of Law in 1996.

**Daniel L. Tripp**, BSG, reports that he has served as a representative in the South Carolina House of Representatives since 1994 and started his own company, Southern Financial Strategies, in 1996 after leaving Metlife. He and his wife are the parents of Annabelle, 3, and are awaiting the birth of their second child in November.

**94 Michelle M. Burke**, MEd, a guidance counselor at Beverly High School, received an Excellence in Counseling Award from Anna Maria College in Paxton for her service to high school students.

► **Véronique S. Faure**, MA, sends news that she is manager and co-founder of Créa Totale SARL, a multimedia company in Paris, France; and has married Renaud Chailley. She welcomes news from Suffolk—reading the magazine makes her feel like she is still in the United States!

**Linda Palmiero**, BS, a fourth grade teacher at Sacred Heart School in North Quincy, has married **Stephen Raneri**, BA. He works for Delta Airlines. They are living in East Weymouth.

**95 Lori A. Henriksen**, BS, has married Shawn D. Gallery. They are living in Weymouth.

**Kristen Padios**, BS, sends news that she is office manager for Yankee Holidays in Danvers, a nationwide tour wholesaler; and that classmate **Cyndi Stone**, BS, is a payroll supervisor for CNI in Waltham.

**96 Michaela Joyce**, MEd, an English teacher at Ditmas Intermediate School in Brooklyn, NY, has married Joseph Macchiarola. They are living in New York City.

**Leah M. Lentini**, BA, reports that she is a juvenile probation officer for the Arizona Superior Court in Maricopa County.

**97 Loay M. Al-Mohammad**, MS, a research assistant at Kuwait University's Department of Educational Psychology, reports that he has joined the compulsory military service in Kuwait where he will serve until March 1999.

# Talk to Us!

We want to hear about **you!**

If you recently began a new job, earned a degree, married, celebrated the birth of a child, or have any news to share with your fellow alumni, please fill out this form and send it in. We'll include your news and photos in the Class Notes section of the next issue of *Suffolk*, the magazine for the University community.

You may also email classnotes to [alumni@admin.suffolk.edu](mailto:alumni@admin.suffolk.edu). (When corresponding by email, please include your name and phone number so that we can confirm this information with you.)

Personal

Name		
Former Name		Degree(s) / Year(s)
Home Address		
City	State	Zip
( )		
Phone	email	

Business

Title		
Business Address		
City	State	Zip
( )		
Phone	email	

News


Mail to: Suffolk University, Class Notes,  
Office of Development and Enrollment,  
8 Ashburton Place, Boston, MA 02108-2770

## Refer a Student ...

If you know someone who might be a prospective student and you would like us to send her/him admission information, please fill out the following:

Student Name		
Address		
City	State	Zip
( )		
Phone	email	

Please check appropriate box:

☐ Undergraduate student

☐ Graduate student





Cities and towns are in Massachusetts unless otherwise noted.

**55 C. Paul Luongo**, BSBA, is celebrating the 35th anniversary of the founding of his company, C. Paul Luongo Company Public Relations & Marketing.

**67 William J. Tobin III**, BSBA, has been named president of the components division of Freudenberg-NOK, based in Northfield, NH. Most recently he served as vice president of the company's Mexico division.

**72 William E. Carey**, BSBA, has joined the Milford office of Dallamora Realtors as an affiliate.

**73 John J. O'Connor**, BSBA, has been named managing partner, Boston unit, of the newly merged PricewaterhouseCoopers. He managed Coopers & Lybrand's Boston offices since 1996.

**75 Bill Galatis**, BSBA, is president and CEO of Watermark Donut Company in South Boston, one of the largest Dunkin' Donuts franchises. With his partners, he started the company in 1990, and owns and operates 40 shops in downtown Boston, the greater Boston suburbs and greater Hartford, CT.

**Charles T. O'Connor, Jr.**, MPA, was appointed town manager for Watertown.



**76 James Brett**, MPA, was selected to serve a five-year term on the Board of Trustees of the Massachusetts Eye and Ear Infirmary. A lifelong Dorchester resident, Brett is the president and CEO of The New England Council, the country's oldest regional business organization. He also serves on the Advisory Council of the Federal Reserve Bank of Boston and is a board member of numerous other charitable organizations.

**Gregory Gostanian**, MBA, was promoted to executive vice president for the New England region for Manchester Partners International. Prior to his promotion, he was general manager of the company's offices in Boston and Waltham.

**John F. Treanor**, MBA, executive vice president and chief financial officer at Springfield Institution for Savings, has been promoted to second-in-command, as chief operating officer of the bank.

**77 Stephen Laverty**, MBA, has been named president and chief executive officer at Children's Hospital in Boston. Most recently he was chief executive at Winchester Hospital. Laverty was also elected to the Board of Trustees of the Massachusetts Hospital Association.

**78 Rodney C. Schonland**, MBA, has joined the firm of Krawiec & Schonland, specializing in international law, customs regulations and global trade issues. He is the author of "Global Logistics," a monthly feature of the Cahners Publication, *Traffic Management*.

**William J. Walsh, Jr.**, MBA, received an achievement award from the Boston chapter of the Association of Government Accountants. He is an auditor in the Massachusetts Office of the Comptroller's quality assurance unit.

**79 Patrick L. Connolly**, BSBA, was promoted to principal at Ernst & Young LLP in Boston.



**Mark D. Cutler**, MBA, was named vice president, finance and administration, of Gillette's international group.

**Miguel Ko**, MBA, is president, Asia Pacific, for PepsiCo Co. International in Hong Kong.

**80 Kenneth Kelly**, MBA, has been named dean of student affairs at Bristol Community College.

**Paul F. Scully**, MBA, has been elected senior vice president of operations at Country Bank for Savings in Leicester.

**81 William D. Lewis**, MBA, senior credit officer at Abington Savings Bank, was elected to the Raynham Board of Assessors.

**82 Brian M. Perry**, BSBA, treasurer at Interface Electronics in Hopkinton, was appointed to the Board of Trustees at Becker College.

**Charles Lenis**, MBA, was named vice president of sales at PakNetX in Salem, NH.

**83 Nancy Conti-deCarlucci**, BSBA, has joined Winthrop Printing Co. as accounting manager.



**Paul A. Duncan**, BSBA, reports that he was a driver in the presidential motorcade during President Bill Clinton's visit to Connecticut in March 1998. Duncan was responsible for driving the "straggle car," which transports secret service agents. He lives in Danbury, CT.

**William P. Fleming III**, MBA, was appointed senior vice president for Caritas Norwood Hospital and Caritas Southwood Hospital in Norfolk.



- 84 **Mark J. Andrews**, MPA, has been appointed vice president of administration at Northern Essex Community College. ▼



**Jonathan C. Goldfield**, MPA, was named purchasing agent for the city of Haverhill.

**James J. Morris**, MBA, BS '81, has been appointed administrator of Laurel Ridge Rehabilitation and Nursing Center in Jamaica Plain.

- 85 **Michael J. Markham**, MPA, has been named director of placement at Northern Essex Community College.

- 86 **Richard M. Aubut**, MBA, was appointed executive vice president/chief operating officer at South Shore Hospital in Weymouth.

**John Brezack**, MBA, has been promoted to president of Dale Medical Products in Plainville. He has been with the company for 15 years, most recently serving as vice president of marketing.

**William Dobson**, BSBA, was named director of finance and planning for Digital Equipment Corporation, based in Kuala Lumpur, Malaysia.

**Charles Lima**, BSBA, of Papagno Real Estate in Easton, has been appointed to the South Shore Association of Realtor's Grievance Committee.

**Joseph Travers**, BSBA, cost accounting manager for MPM Corp. in Franklin, has earned the designation of Certified Management Accountant from the Institute of Certified Management Accountants.

- 87 **Denise Dansro**, MBA, assistant vice president in the technology group at Fidelity Capital Markets in Boston, married Steven Timmons. They are living in Salem.

- 90 **Maureen E. Johnson**, BSBA, married Joseph S. Hasenfus. They are living in Attleboro.

- 92 **Darin M. Orenstein**, MBA, a financial analyst at Liberty Mutual Group in Los Angeles, CA, married Lorrane R. Arugay. They are living in Chatsworth, CA.

**John Puleio**, BSBA, received an MBA from Palm Beach Atlantic College.

- 93 **David B. Panagore**, MPA/JD, reports that he was named project director for the Boston Convention Center of the Boston Redevelopment Authority. Most recently he was general counsel for the city of Chelsea.

**Ann Sabbey**, BSBA, has joined the Arlington office of Coldwell Banker Hunneman & Company as an agent.

- 94 **Thomas F. Brown**, BSBA, has married Kim L. Malatesta and is living in Scituate. He is the owner of Brown Automotive in Arlington.

**Thomas M. Stanley**, MPA, was elected chairperson of the Waltham Democratic City Committee. He is a city councilor-at-large in Waltham.

- 95 **Judith M. Hamparian-Hanley**, MST, a staff accountant for Hampshire Chemical in Lexington, has married **Michael J. Hanley**, BS '88.

**Mark Johnson**, BS, head of Basic Pictures, has his current film *Leaving Scars* in video stores now and his next, *Pray for Power*, is in post-production. Johnson made the first film for less than \$50,000.

**Mark Kelly**, BSBA, is associate principal for business development, at IMPAX, a business development, sales consulting and training firm in Westport, CT. He reports that the Kelly family welcomed its second child, Jonathan Douglas, June 20, 1997. The family is living in Fairhaven, NJ.

**Stephen Pike**, MBA, director of marketing at Fidelity Investments in Boston, married Elizabeth A. Johnson. They are living in Brookline.

- 96 **Elissa S. Tobin**, MPA, was named administrative assistant for the Department of Community Development, planning division, in Cambridge.

**Mike Hourin**, BS, and his Monte Carlo race car won three feature events this season at the Hudson Speedway in New Hampshire. Hourin takes his racing hobby seriously; he leads the Rookie Stock division.

- 97 **Deborah M. Eagan**, MPA, BA '90, was appointed administrative assistant to the Rowley Board of Selectmen. Most recently she was a research analyst and communications associate for the Massachusetts Municipal Association.

**Benjamin J. Goldfarb**, MBA, operations manager for MDC Associates in Beverly Farms, has married Amy Roeder.

## SPOTLIGHT

**William McAvoy**, MPA '93, new director of external

affairs at Plimoth Plantation, has dedicated his

career to promoting Massachusetts' non-profit

organizations. A talented public affairs and corporate

relations professional, McAvoy had success in the cor-

porate insurance world early in his career. However, once

he experienced the rewards of the non-profit environment, he

was hooked. His volunteer work with the United Way led to full-time positions

as director of public affairs at the Pine Street Inn, and director of corporate

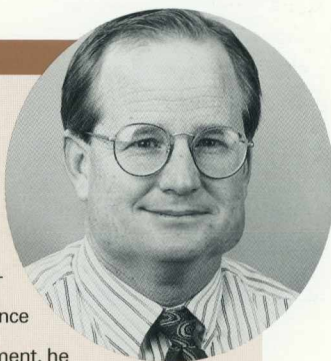
support at the Museum of Science. McAvoy realized he could make a real

difference in these organizations, where people are passionate about their

work. Stepping back in time, to the living history museum of 17th century

Plymouth, McAvoy hopes to find working at Plimoth Plantation both

challenging and fulfilling.





# Inmemoriam

## George N. Dunn III, BA '67

A former Suffolk University basketball and baseball stand-out and later assistant coach at Suffolk under then-basketball coach Jim Nelson, George Dunn passed away on Father's Day, June 21, after a prolonged illness. He was 58.



Dunn grew up in the Mission Hill section of Boston and attended Mission High School, where he was a three-sport star in baseball, football and basketball and an All-Catholic All-Star. This teacher, coach and sports official was one of the most respected in his field as indicated by the nearly 1,000 friends and colleagues who turned out for a dinner in his honor at the Bryant Post in Quincy last August.

Dunn was a teacher at the Gavin School in South Boston and later guidance director at Cathedral High School for 10 years. He earned his Master of Education degree from Boston State College. Additionally, Dunn coached basketball at Mass Bay Community College, Mission High, Boston College High School and Brimmer and May School. For a number of years, he was a baseball umpire for college and high school games and was a member of the International Association of Approved Basketball Officials and the South Shore Baseball Umpires Association.

One of Dunn's greatest personal thrills was seeing his son, Scott, follow in his footsteps as a baseball player. Scott co-captained the 1995 Suffolk baseball team that compiled a 26-11 record, the best in the school's history. A pitcher, he had a record of 9-2 and was selected to play in the college all-star game at Fenway Park.

"George provided the ultimate compliment to Suffolk athletics when he advised his son Scott to enroll at his alma mater and play baseball as he had a quarter century earlier," pointed out Athletic Director Jim Nelson. "My friendships throughout the New England sports world were enhanced by calling George a friend. I'll always be grateful to his memory as a positive role model for all ages and professions."

Several hundred friends and colleagues paid tribute to Dunn by attending a Mass held at Sacred Heart Church in Quincy. In addition to his son, Scott, Dunn leaves two daughters, Julie and Erin, both of Quincy.

## Mary R. Whitman, BA '85

Mary R. Whitman, BA '85, of Marshfield and Marblehead, a graduate of Suffolk University's senior citizen program, died January 2 at the Devereux House Nursing Center in Marblehead. She was 86.

At the age of 68, Whitman enrolled at the University as a freshman. She commuted from Marshfield for the next six years, graduating magna cum laude.

Whitman worked at MIT for 34 years. She was one of the first women involved in recruiting and hiring engineers for NASA and was awarded two citations for her recruiting efforts.

She and her late husband, Bernard Whitman, grew orchids, traveled and worked together in a magic show—he was Fu Ling and she was Princess Ming Toy. During World War II, she volunteered with the Red Cross at Boston City Hospital, where there was a shortage of nurses.

Whitman is survived by two sisters, an aunt and many nieces and nephews.

## Suffolk University expresses sympathy to the families and friends of these alumni.

William M. Gorman, BA '50  
Robert A. Awad, Sr., BA '51  
Raymond G. Chubbuck, BSBA '55  
Reverend Walter L. Pragnell, BSG '55  
Robert W. Rosati, MAE '55  
Jerome J. Kaper, BSBA '59  
Frank J. Carey, DSc '60 (Hon.)  
Edward F. Ritchie, BSBA '66  
Alexander A. Harvey, Jr., BA '67  
Peter Kilgour, Jr., BSBA '68  
Robert S. Dexter, BSBA '69

John J. Joyce, BSBA '69  
William L. Pepper, BA '68, MAE '69  
Wayne D. Miller, MEd '71  
Joan R. Bond, MEd '73  
Cassie R. Bonjorno, BA '73  
John R. McKittrick, BA '73  
Patrick F. Sullivan, MEd '77  
Karen M. McCarthy, MEd '79  
Timothy H. Smith, BSG '79  
Anne G. Carroll, MBA '82  
Anne R. Grenier-Taylor, BSJ '82



## A Friend for Life

### Derek Coward

*"I'm not a graduate, but I felt indebted."*

**D**erek Coward never attended Suffolk; nor did anyone in his family. But for someone who never wore the blue and gold, Coward's dedication to Suffolk runs deep.

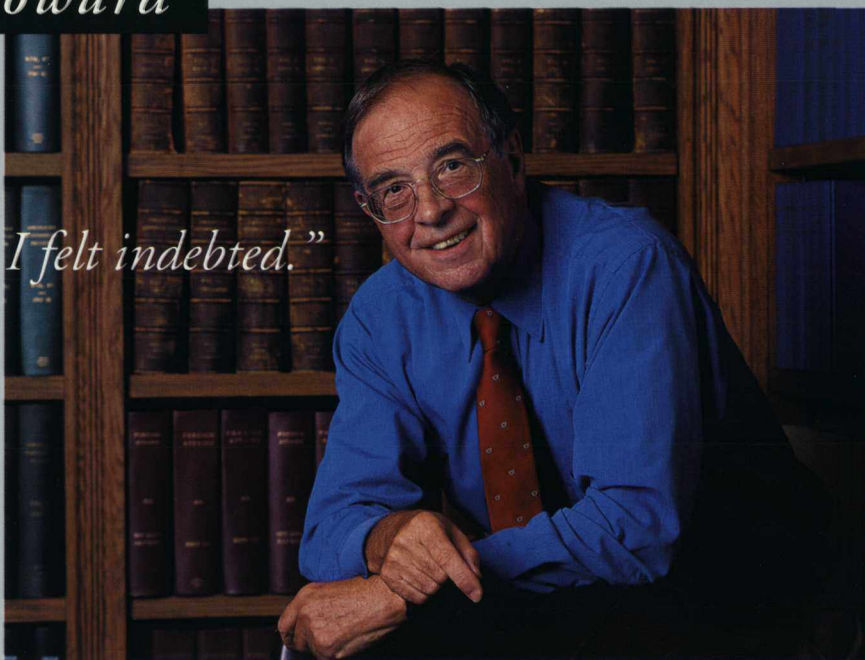
Coward candidly admits he didn't know Suffolk even had a business school when then-School of Management Dean Richard McDowell cold-called him. At the time, Coward was vice president of marketing for Gillette's Safety Razor Division in Boston. McDowell wanted him to join a Marketing Advisory Council at the University. Surprisingly, knowing next to nothing about the school, Coward agreed to help.

"I felt that one should have connections with the community. After learning about Suffolk, I thought that the school was meeting a need in the community. Downtown, you had a school that was really meeting the needs of working professionals trying to advance themselves," recalled Coward.

Thus his long friendship with Suffolk was inaugurated.

To say that Coward is loyal is an understatement. Aside from a two-year stint with the Beecham Group (now Smith Kline Beecham), he worked for Gillette for 30 years.

A native of England, Coward started his career with Gillette UK as a management trainee. Rising steadily through the ranks, he held a variety of key marketing positions in London and Boston, during which time he test marketed and launched such Gillette products as the Papermate erasable ink and Flair pens and the Track II and Atra Plus razors.



A married father of two girls, Coward relocated his family from London to Boston and back several times. (The family's piano alone crossed the Atlantic three times.) So when he made the decision to retire in 1988, at 57, Coward's wife made it perfectly clear that she wasn't moving again. Coward was searching for something to do in Boston, when Suffolk called on him again.

For the next seven years, the "retired" Coward was Executive-in-Residence for the Sawyer School of Management. A 30-year corporate veteran, he took to the new challenge of teaching with renewed enthusiasm. With his unique perspective, Coward worked to strengthen the link between the business world and the academic world for both his students and his colleagues. Thanks to his efforts, the Sawyer School today has strong ties with the corporate sector in Boston and around the world.

When he retired for the second time, this time from the faculty, the Sawyer School knew it hadn't seen the last of Derek Coward. His teaching experience only solidified his desire to give back to the University and its students in yet another way.

"I felt Suffolk had actually given a lot to me. It was challenging and I enjoyed teaching," he said. "I'm not a graduate, but I felt indebted."

Over the next few years, Coward, with matching funds from Gillette, provided seed money for three funds at Suffolk. The Faculty Scholarship Fund for MBA International Students provides scholarship funds to students from developing countries. The Derek Coward Book Award covers the cost of textbooks for the marketing student with the highest grade point average in his or her junior year. And the Marketing Forum Lecture Series brings noted marketing professionals to speak to Sawyer School students and faculty.

"I would encourage people connected to the University to identify those things they are interested in and give to those," said Coward.

Now 66 and officially retired from Gillette and Suffolk, Coward has made a lasting impression on those he has touched. As one who never attended the University, his enthusiasm and unwavering commitment to its success are rare. If the definition of a friend is someone who is there for you when you call, Derek Coward is surely a true friend of Suffolk for life.





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Boston, MA 02108

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History